FREIGHT TRAFFIC ISSUE

Who's To Pay For Dirty Cars? – p. 13

February 29, 1960

RAILWAY AGE *weekly*

Sales Tips

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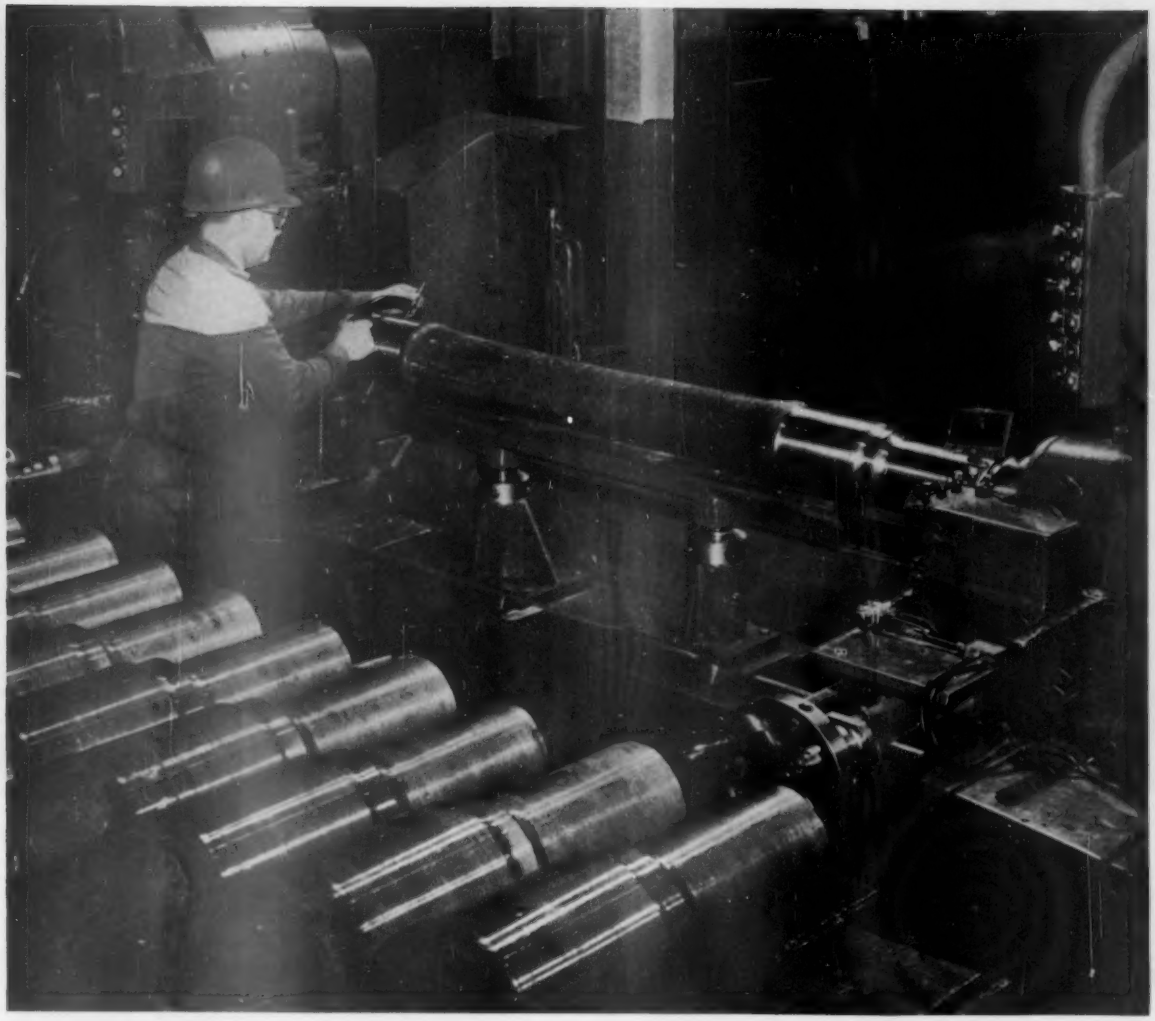

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RAILWAY AGE *weekly* February 29, 1960 • Vol. 148, No. 9

Week at a Glance

Departments

As the Publisher Sees It ... 63
Current Publications 60
Dividends Declared 16
Freight Car Loadings 59
Ideas for Better Shipping .. 32
Industrial Traffic 46
New Equipment 59
New Products Report 44
People in the News 46
Railroading After Hours ... 54
Railway Market 59
Revenues and Expenses 48
Shippers' Guide 53
Supply Trade 46
The Action Page 66
Traffic Poll 13
Watching Washington 14
You Ought to Know 64

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A trucker speaks his mind ..... p. 9

Here's what the president of Consolidated Freightways thinks about Plan V piggyback. . . motor carrier ownership of TOFC equipment. . . how to overcome the threat posed by unregulated carriers. . . how small shipment transportation can be improved.

Cover Story—Who's to pay for dirty cars? p.13

A small majority of respondents to this month's Traffic Poll favor a penalty charge against dirty freight cars. Considerable sentiment exists for allowing railroads to consider dirty cars as loaded cars and refusing to accept them from consignees until properly cleaned.

SP radio speeds P&D work p.19

Shippers get faster service since the road began using two-way radio on 221 trucks at eight major terminals. The radio permits dispatchers to talk directly with truck drivers in the field.

Cover Story—Busy TTX cars set records p.20

Trailer Train gets phenomenally high utilization from its fleet of TOFC cars. One typical car ran up 11,442 miles in 60 days last year. Another car, the firm's record holder, ran 17,296 miles during April 1959. And some 90% of TTX mileage is loaded!

Cover Story—How the Milwaukee helps its salesmen p.24

The road is vigorously pursuing a many-faceted program to strengthen its selling and improve its service. The hard-hitting program includes regional sales meetings, an advisory "task force," traffic research and a new consolidated car reporting center.

Railroad litigants make progress p.26

Illinois Central General Attorney Urchie B. Ellis tells some of the steps railroads can take to forestall illegal grants of "grandfather" authority to truckers of previously exempt commodities returned to regulation by the Transportation Act of 1958.

Maine Central 'pipelines' clothespins p.30

The road has come up with something really new: covered hopper cars designed for pneumatic bulk handling of "pin woods" for clothespins.

FAST REPAIRS—Applied with a simple, inexpensive spraygun, Freight Liner 810 can be applied to 15 cars a day by one man; two men can repair 30 cars a day.

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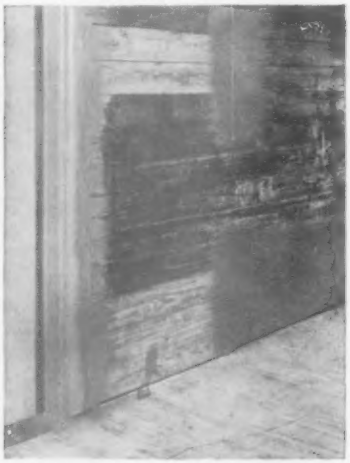
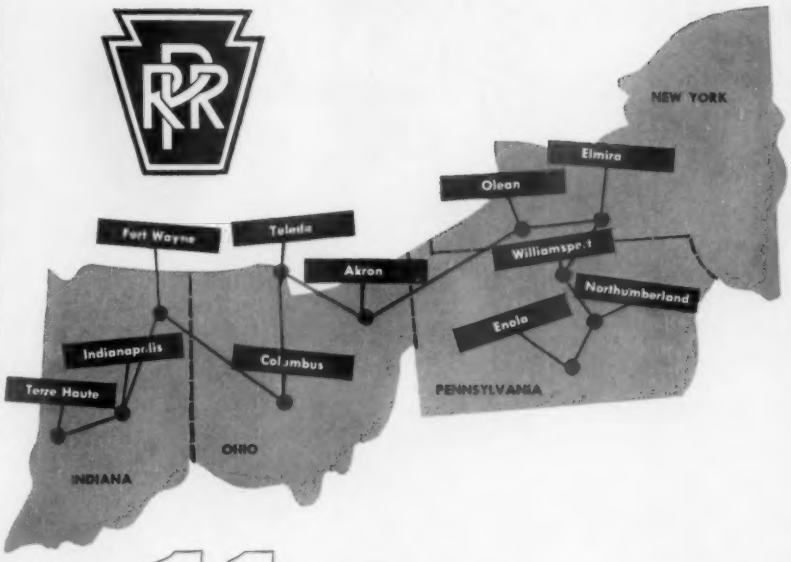


BACK IN SERVICE with a reconditioned interior, moisture tight and sanitary. This is how to beat the boxcar shortage—by applying Freight Liner 810.



11 REASONS WHY THE "PENNSY" APPLIES ADM *Freight Liner 810*

At eleven points on its road, the "Pennsy" uses Freight Liner 810 to keep 'em rolling—to repair and reline boxcars used by shippers in local areas—with minimum delay! The fast economical Freight Liner plastic-and-glass method is used by the "Pennsy" and 33 other major railroads . . . to put bad-order cars back in service and to advance cars to a higher classification. Here are 11 good reasons why:

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Week at a Glance cont

Current Statistics

Operating revenues	
12 mos., 1959	$9,826,128,939
12 mos., 1958	9,564,940,702
Operating expenses	
12 mos., 1959	7,704,573,256
12 mos., 1958	7,544,050,298
Taxes	
12 mos., 1959	1,047,194,279
12 mos., 1958	957,258,608
Net railway operating income	
12 mos., 1959	749,476,425
12 mos., 1958	762,355,862
Net income, estimated	
12 mos., 1959	574,000,000
12 mos., 1958	603,000,000
Average price railroad stocks	
Feb. 23, 1960	100.86
Feb. 24, 1959	109.49
Carloadings, revenue freight	
6 wks., 1960	3,554,547
6 wks., 1959	3,408,154
Freight cars on order	
Feb. 1, 1960	48,170
Feb. 1, 1959	29,470
Freight-cars-delivered	
1 mo., 1960	2,849
1 mo., 1959	1,940

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Monorail: What it is and what it's not p.36

Monorail, says the author of a book published this week, may solve the transit problem in all but the most densely populated cities. A prototype line, he urges, should be built to provide, among other things, accurate cost information.

The Action Page p.66

Payola in transportation? — Out-and-out payola cannot be defended. But, where does justifiable hospitality leave off and so-called payola begin?

Know the receivers too — Receivers of freight play an increasingly important role in the routing of shipments. Railroad freight salesmen should make every effort to become acquainted with receivers in their territories.

Short and Significant

First claim under the railroads' strike insurance plan . . .

is being paid to the Alton & Southern. It's for $45,650 to cover fixed expenses lost during an 11-day strike over disciplinary measures which, the A&S contends, involved a "national issue."

Most radical proposal . . .

yet submitted to Canada's Royal Commission on Transportation calls for a "welding" of the Canadian National and Canadian Pacific. Advanced by British Columbia, the proposal apparently doesn't contemplate full merger, but rather transfers and consolidations of overlapping operations to cut costs in competitive areas.

New rate progress . . .

was reported last week by Eastern railroads. ICC's Division 2 voted not to suspend proposed rate changes on synthetic rubber. These rates, which became effective Feb. 25, are the latest to be developed as a result of systematic studies being conducted by the Traffic Executive Association — Eastern Railroads.

Wage talks with the BRT . . .

will resume March 1 in Chicago. Negotiations haven't progressed as far as those involving the other operating organizations, largely because of a suspension of formal talks during the BRT'S lengthy convention. Meanwhile, it's indicated that emergency board hearings on a dispute involving the BLE and Santa Fe (Coast Lines) won't begin before May 2. Hearings are scheduled to be held in Los Angeles (RA, Feb. 22, p. 34).

WHEN PLANT LOCATION IS YOUR PROBLEM

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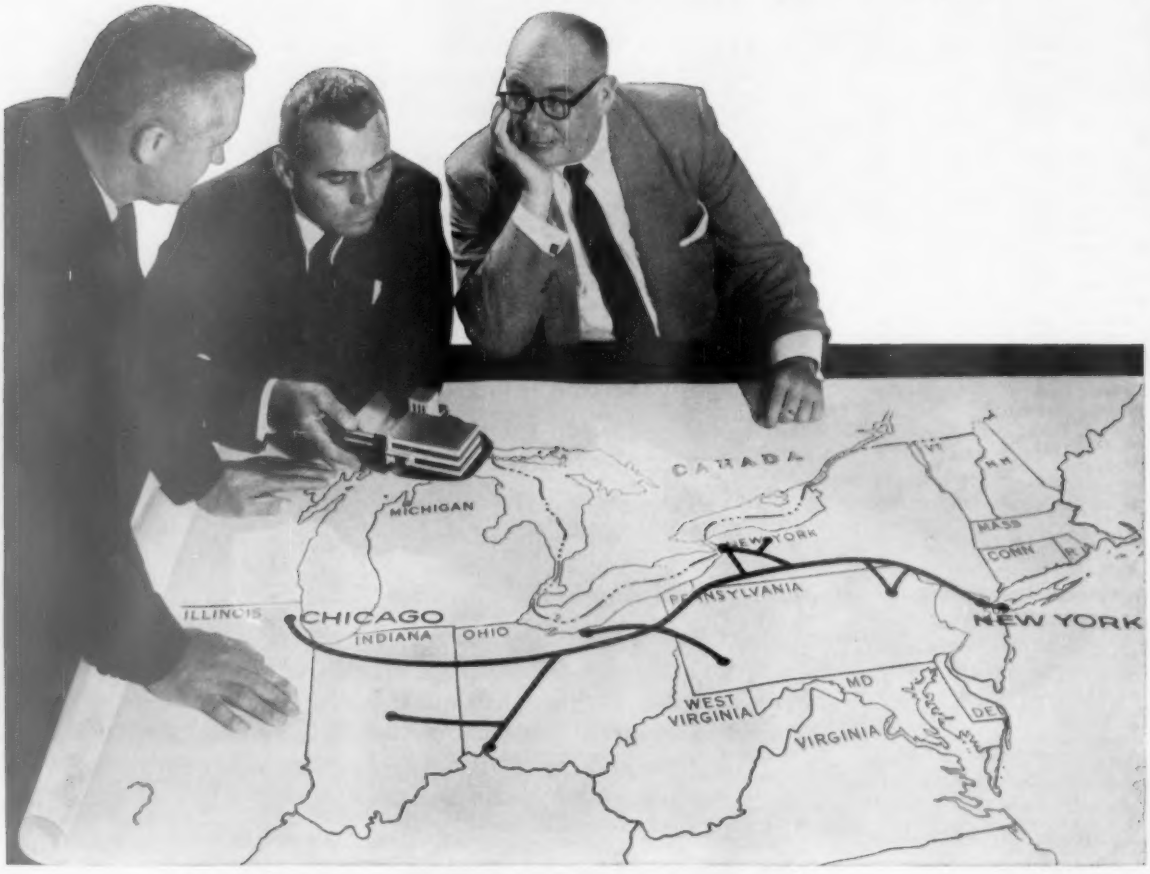

When you need facts about new plant sites for your company, that's the time to call on another important Erie **customer service** team—the men of our Industrial Development Department.

They have—or they'll quickly prepare—information you need about any location in the industrial area served by the Erie Railroad. They will work with you to help select the location that best meets your company's requirements. They can give you facts on taxes, labor supply, availability of water and utilities, housing and recreational facilities, accessibility of markets or sources of supply, and other vital facts. And they'll help you arrange any special facilities you need to coordinate Erie's dependable rail service with your operations.

These Erie specialists, along with those of every other department, welcome the opportunity to demonstrate Erie's complete **customer service**—the brand of service we think is essential in providing the ultimate in efficient rail transportation. To enlist their help on your plant location problems, call or write: D. M. Lynn, Asst. V. P., Industrial Development, Room 521, Midland Bldg., Cleveland 15, Ohio.

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Erie Railroad

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Good Customer—Powerful Competitor

J. L. S. Snead, Jr., president of Consolidated Freightways since 1955, heads a 30-year-old organization which could —in the near future—offer transportation service to every one of the 50 states. Adding CF's present rights to those which it's seeking to acquire would just about do it.

Consolidated's explosive growth has brought it into close contact—friendly and unfriendly—with the railroads. On one hand, CF is a good railroad customer. On the other, it appears as a powerful competitor, aggressively pursuing expansionist tactics which could bring it into direct competition with almost every major railroad.

Here's how CF President Jack Snead viewed the situation, in a recent interview with Railway Age.

A Trucker Speaks His Mind

- On coordination with the railroads via Plan V TOFC
- On motor carrier ownership of piggyback equipment
- On ways to meet the threat of the unregulated carrier
- On a method to improve small shipment transportation

Q. W. G. White, former vice president—operations of the Lackawanna, joins Consolidated as senior vice president March 1. Does this move point to a significant expansion of CF's piggyback operations?

A. Piggyback operations have been expanding rapidly and we anticipate they will continue to expand, as rapidly as rail lines can be persuaded to offer their service at mutually profitable prices and with service that satisfies our needs, makes it possible for us to get their service and retain our business.

Q. You're engaged in Plan V piggyback operations with the Rock Island. Do you have similar arrangements with any other carriers?

A. Yes. Rates are in process of compilation and publication with one other rail line and we have one joint through rate on a single commodity on a single move with the Southern Pacific.

Q. Is it likely that such rates will be worked out with other roads?

A. I believe so. We're discussing the matter with a number of other railroads and in several cases I think it's quite likely that Plan V joint through rate and route arrangements will in fact be worked out and become effective.

Q. Can you name any of these roads?

A. I don't think it would be fair to do so at this time because, as you know, some of the other roads are not enthusiastic about that. Sometimes the roads which do undertake it are faced with strained relationships with some of the other lines.

Q. What roads are involved in CF's Plan I piggyback operations?

A. Currently, the Alaska, Pacific Great Eastern, Canadian National, Canadian Pacific, Southern Pacific, Western Pacific, Rock Island, Chicago & North Western, Chicago Great Western, Pennsylvania, Chesapeake & Ohio, Monon and, I believe, the Chicago & Eastern Illinois. The Wabash has just advised us that they're prepared to go ahead and make Plan I piggyback service available. We also use the Erie and the New Haven.

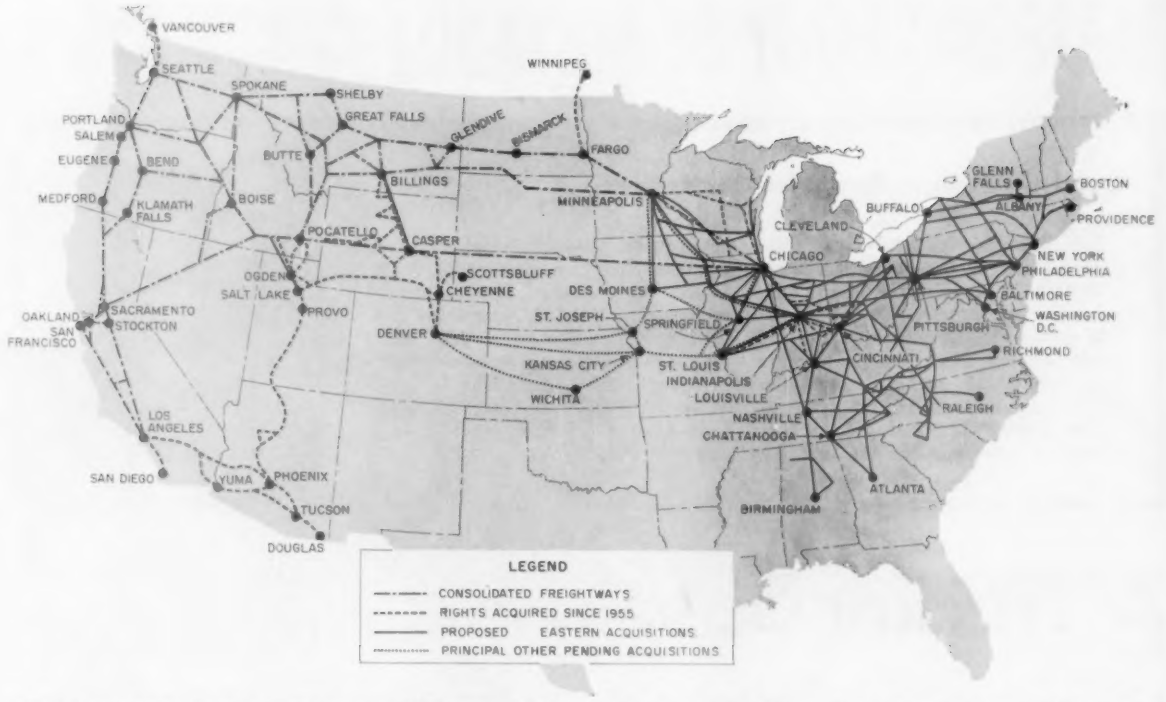
Q. How much Consolidated traffic is moving piggyback?

A. We're sending several thousand trailers or containers on Plan I every month—more actual piggyback volume, I think, than [that of] any other single shipper of piggyback in the United States.

Q. Do you have plans to go into any large-scale container operation for domestic service?

A. That's purely a matter of economics. We use containers a great deal, but mostly where water is involved, as in the case of the Alaska service—which is all, or virtually all, containerized. We really haven't any specific plans for going into more extensive container operations at the moment, largely because of the difficulty of working out a satisfactory means for transferring from our vehicle to the rail line and back. We believe, however, that on very long hauls that will inevitably follow. But it's going to take some more technological progress.

Q. Up to now your operations and the operations of other common carriers in piggyback have been conducted with railroad-owned or -leased flat cars, and with trailer equipment owned by the truck line. What would be your position on a piggyback arrangement where the



CONSOLIDATED FREIGHTWAYS OPERATED 33,989 miles of regular routes last year, is awaiting ICC approval of acquisitions that would expand the total to 75,000. Map shows major regular routes, existing and proposed. It does not include CF's latest target—Frozen Food Express, Inc., an irregular route carrier with rights in 20 states.

truck line might own or lease both the trailer and the rail car and the railroad would provide just the transportation, as it does under Plan IV?

A. That would be perfectly satisfactory to us. We have a rail car leasing company which has a number of flat cars that are currently being leased to people who use Plan IV. Some of them actually are being leased to rail lines as well. We would have no objection at all to owning flat cars as well as trailers. It might interest you to know also that, on occasion, we lease trailers from rail lines, especially where we may have a one-way empty haul and the rail line may have an opposite situation. We will lease trailers to them or they to us.

Q. Do you have any plans under way to acquire any rail car equipment for use by the truck line?

A. There is no way that you can do that under the existing Plan I agreements that we have. The only flat cars that we currently own are leased either to shippers using Plan IV—to which we do not have access, as you know—or to rail lines.

Q. What changes would be required to permit truck-line ownership of rail equipment?

A. As far as I know, to accomplish that the only change required would be a change in the contract under Plan I. I don't think it would require any tariff change.

Q. Since 1955 Consolidated has applied for authority to acquire 39 truck lines. Is it conceivable that sometime in the future Consolidated might take an interest in purchase or lease of a railroad property, either to expand into new territory or to broaden the base of its own diversification?

A. I think anything is conceivable. But we certainly have no plans that envisage such a thing. I don't know that it has crossed our minds as it has obviously many of the rail people—that they would like to own motor carriers. We've rather felt that our best future lay in working with rail lines. To us, Plan V offers a very great deal, especially because the lowest cost of assembling traffic is obviously by truck in at least a hundred-mile radius. Many of my good railroad friends tell me that radius is considerably longer. At the same time, when you get out to 1,000-mile, or 2,000-mile or 3,000-mile hauls, motor carrier costs are perhaps 2½ times as great as those by rail—if you can get everything together to get a trainload. Obviously if you can only get one load to move at a given time, motor carrier cost is below rail, even completely transcontinental. But if you can get a hundred of them, the rail cost is very much lower. The motor carrier cost is about 2½ times as great, as nearly as we can determine it. So you have a situation there in which Plan V offers the opportunity without any legislation, without any regulatory change, without anything but approbation from everyone concerned — shippers, government people and everyone else. It's an opportunity to make the lowest actual-cost service available to the public and reduce the cost of transportation. . . . Then you have the opportunity to join forces and face our common enemy, unregulated transportation. And that is a situation which neither one of us can actually overcome alone. In our opinion, the growth of unregulated transportation in the country has been largely caused by the unwillingness of the rail lines to wholeheartedly work with motor common carriers on a joint through rate and route basis.

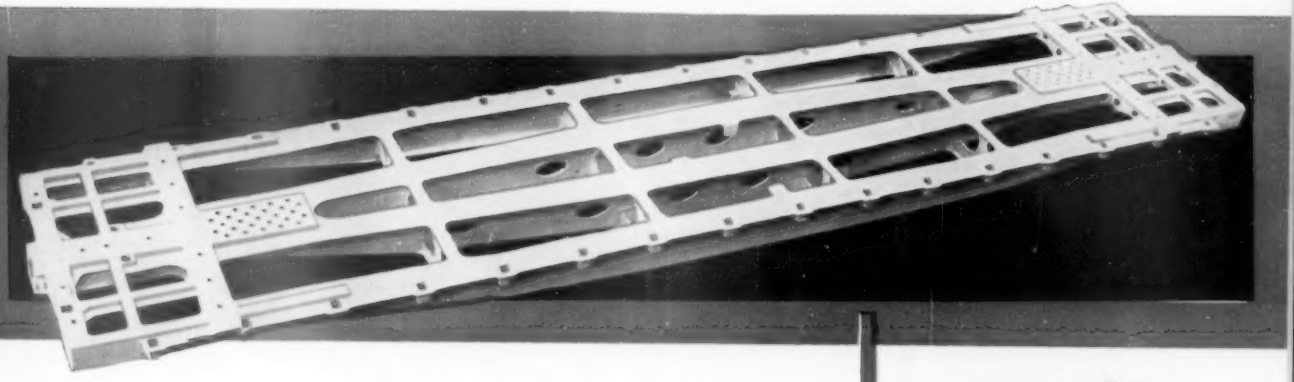
Q. Do you think the private carrier threat can be overcome through that type of cooperation?

A. I surely do. We know that our intercity cost on relatively long-haul traffic is higher than that of the unregulated carrier. He has no terminal facilities, no fixed costs from that point

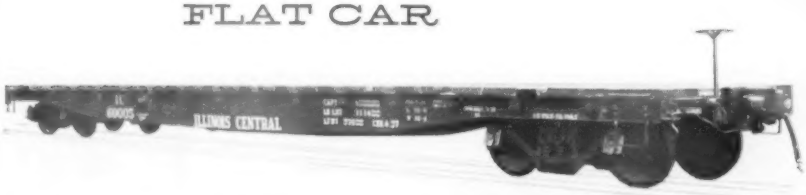
(Continued on page 14)

...*where railroad progress is cast in steel*

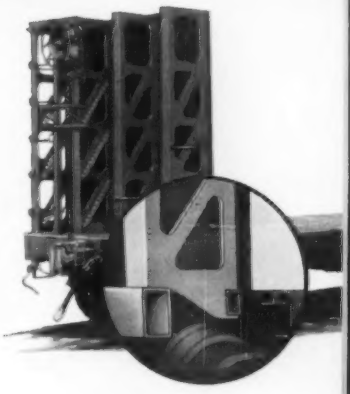
A General Steel Underframe gives you TWO CARS IN ONE



FLAT CAR



BULKHEAD CAR



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Who's to Pay for Dirty Cars?

Proposition

Despite valiant efforts by both shippers and railroads, "dirty cars" are still a problem. It has been suggested that the trouble might be eliminated (or at least substantially reduced) by adding to the regular demurrage charge a "penalty" payment for any car released in dirty condition. This would, in effect, constitute a "sliding scale" of demurrage under which a dirty car would be paid for at a higher rate than a clean one.

Questions

(1) Assuming that some workable agreement could be reached as to what constitutes a "dirty car," would you favor a sliding scale of demurrage with a higher charge on cars released in dirty condition than for those released clean?

Yes	43
No	35

(2) In your opinion, would such a penalty be of material help in increasing the effective car supply by reducing the number of car-days spent on railroad cleaning tracks?

Yes	48
No	31

Nobody likes dirty freight cars. Just about every respondent to this month's Traffic Poll indicates general agreement with P. F. Haworth, traffic manager for Fred Rueping Leather Co. at Fond du Lac, Wis., who says "it's only good manners," and "a moral obligation," for receivers to "remove all dunnage and all fasteners."

But there's a lot of disagreement among pollees as to whether or not a penalty charge should be assessed against dirty cars.

On a straight "yes" and "no" basis, a small majority of shippers favor such a charge, and think it would help to relieve an admittedly bad situation. But the margin was so narrow, and there was so much crossing of "party lines" and "scratching" of ballots that the Poll cannot be considered clearly indicative of any firm shipper opinion.

Some men, for example, who voted "yes," did so with reservations or exceptions, or with the apparent feeling that a penalty might work where cooperation hasn't. On the other hand, some negative voters apparently favor a penalty in theory, but simply feel it couldn't be worked out in practice.

There is, however, considerable sentiment for allowing railroads to consider dirty cars as loaded cars—and refusing to accept them from consignees until they are properly cleaned. In some cases, of course, this would bring regular demurrage charges into force, or increase those otherwise applicable.

On the affirmative side, J. J. Manning, superintendent of traffic, Independent Lock Co., Fitchburg, Mass., thinks "the proposal could be very effective." H. M. Baruch, manager of traffic services, Pet Milk Co., St. Louis, says that "if a penalty could be enforced, and had been many years ago, it would materially have reduced the number of car-days spent [in cleaning] by the carriers" and "would have alleviated the car-shortage situation."

Lloyd Meyer, director of transportation, Northwestern Lumbermen's Association, Minneapolis, feels "the suggested method . . . is about the only workable one which will bring results." "It is," he adds, "the only way to force consignees to clean cars, and will definitely lend itself to alleviating a car shortage."

Other affirmative voters, however, foresee practical difficulties in putting such a charge into effect. As examples: E. C. Madden, traffic manager, Zenith Radio Corp., Chicago, agrees that a dirty car penalty "would help the car supply, but be practically impossible to police and enforce." W. E. Maley, director of traffic, U.S. Borax & Chemical Corp., Los Angeles, says a penalty "would assist in reducing number of car-days spent on railroad cleaning tracks," but thinks "cost of policing would be prohibitive" unless special rules were established and all parties made fully aware of them.

Standard Rules Wanted

Some such standard rules, "so all cars are classified clean or dirty on the same base," is the first step, according to C. C. Miller, manager, transportation department, San Francisco Chamber of Commerce. This, of course, was assumed in the Poll question, but some answers cast considerable doubt on its possibility.

"Just who, for example, would determine whether a car was cleaned sufficiently," asks W. L. Thornton, Jr., general traffic manager, Kimberly-Clark Corp., Neenah, Wis. "It may," he points out, "be perfectly clean for one type of lading but not for another."

T. S. Baranski, answering for the traffic department of the Quaker Oats Co., at Chicago, carries the same idea even farther. "Dirty car," he says, "will never mean the same thing to two shippers, or two carriers. A car used in brick service, even though cleaned by the consignee, would never be 'clean' to a flour shipper."

Difficult to Enforce

Other men think a dirty car rule, even if established, would be virtually impossible, or unduly expensive, to enforce consistently and impartially. A. P. Ellerbrock, general traffic manager, Chase Bag Co., Chicago, doubts that such a rule "could be impartially enforced without harm to individual carriers." So does H. F. Ewoldt, manager, traffic bureau, Cedar Rapids, Iowa, Chamber of Commerce. "It would undoubtedly increase the effective car supply to some degree, but would be difficult to enforce and cause the railroads a lot of public relations headaches."

"It would be too easy to ignore for favored customers," adds C. T. Coy, TM, Eli Lilly & Co., Indianapolis. E. A. Timm, manager of the transportation department in the St. Paul Chamber of Commerce, says "punitive arrangements, not readily adaptable to enforcement, could cause bad feeling and possibly drive some traffic from the rails."

Cost of enforcement is another point raised by Mr. Baranski and also by R. M. Boyd, general traffic manager, Pittsburgh Plate Glass Co., Pittsburgh. "The amount collected," says the former, "would not offset the cost of inspecting and paper work." They agree, too, that any penalty arrangement would open up the possibility of endless and expensive arguments between carrier and shipper—especially in the inevitable cases where cleaning bills were submitted long after cars were released.

A good many Poll respondents—too numerous to quote in detail—take the position that, if there is to be a pen-

(Continued on page 41)

of view. Generally speaking, the drivers do not really receive full union scale. . . . Generally speaking, there is not the same strict compliance with various regulations and standards of maintenance and safety in the unregulated equipment—as evidenced by the ICC's road checks. Therefore, we are in a position where we cannot actually match their cost for a long haul. On the other hand, the railroad cannot get its car out to a field where today you happen to be able to harvest; or get it into the supermarket where and when they happen to want it, as a motor carrier can do. The net result is that neither one can compete. Yet if we join forces we can do so and, in fact, can have a total cost below the cost of the unregulated carrier. You would have the same flexibility and responsiveness that he has, plus responsibility—which, of course, characterizes the common carrier, both motor and rail.

Q. You would hold, then, to the trucking industry's position against permitting the railroads to own truck lines outright and operate them in similar fashion to that in which you operate?

A. I haven't too strong convictions on that personally. I do feel that the development of motor carrier equipment and motor carrier capabilities has been much more rapid than it would have been had there been common ownership. I don't believe, for example, that any of the rail lines owning motor carriers would have gone out and fought for more liberal sizes and weights to reduce the cost of moving freight over the highway. As a matter of fact, there's ample evidence in the legislative field all over the country that the general attitude of the rails has been to oppose legislation to reduce the cost of highway transportation and increase its role in the economy, rather than to contribute to such efforts.

Q. Do you see a greater willingness today on the part of the railroads to cooperate in this whole matter of coordination?

A. Yes I do. The general reaction among the rail people, for whom I personally have a very high regard the more I get to know them . . . I believe that they are steadily becoming more progressive, that their attitude is changing. My feeling is that the rail people believe that these mutually profitable relationships are sound and that they are coming—but that they're going to have to come slowly because there are so many people whose attitudes must shift and must necessarily shift slowly.

Q. Do you see a similar willingness to coordinate on the part of other major truck lines?

A. In my opinion almost all of the major responsible motor common carriers believe that the future lies in this type of thing, and that much can be

Watching Washington *with Walter Taft*

• **FORWARDER VOLUME RATES** will be scrutinized again by the ICC. They are involved in a leading case which the Commission has reopened for reconsideration on the present record.

THE CASE is I&S No. 6993 wherein the Commission's prior report cleared the volume rates and thus determined that forwarders may handle shipments of any size (RA, Sept. 21, 1959, p. 9). Forwarders offering the volume rate to their customers have been using railroad piggyback service of the Plan III variety. That's transportation on flat cars of highway trailers furnished by shippers.

IN ITS PREVIOUS DECISION, the Commission also gave affirmative answers to other basic questions asking whether forwarder functions of consolidation and break-bulk are performed on volume shipments; and whether forwarders may lawfully furnish their customers with highway trailers which will be transported on railroad flat cars in volume-rate service.

TRUCKER CONTENTIONS were rejected by the Commission when it made this previous decision. These motor-carrier protestants included regional truck-rate bureaus and the Regular Common Carrier Conference of American Trucking Associations. The volume-rate approach is the forwarders' bid for bigger shipments with the avowed purpose of competing with truckers.

• **WHAT'S NOT** an unfair or destructive competitive practice under the 1958 Transportation Act's rate-freedom provisions has been explained by the ICC. In approving some truck-competitive rail rates on some fresh meats, the Commission had this to say: "Where proposed reduced rates are compensatory and are compelled by private-carrier competition, or by intermode competition that has not deteriorated into a destructive rate war, they are neither unfair nor destructive."

• **PRIVATE TRANSPORT CAN BE LICKED** only by making it uneconomic. That's some of the parting advice public carriers are getting from Commissioner Anthony Arpaia. Mr. Arpaia, the ICC's senior member, has resigned, effective March 15.

IT'S FUTILE to try to drive out private transportation "by law or artificial restrictions," Commissioner Arpaia says. He thinks, nevertheless, that the public carriers can win on a cost basis—by going in for coordinated, containerized operations which offer efficient service at rates reflecting economies of such a set-up.

PUBLIC CARRIERS, thus far, have missed the boat by failing to assume the role of a growth industry, the commissioner also says. He explains that traffic potentials of public transportation were multiplied "manyfold" during the past quarter century—but this process of multiplication "was offset by the divisive factors which accompanied it."

done, and that they should and want to participate in it. It isn't universally true of the motor carriers any more than it's universally true of the railroads. A little more so, yes. I think, percentage-wise, more motor carriers would now move forward than rail lines.

Q. We've heard that Consolidated has plans to piggyback all traffic moving at distances greater than 200 or 300 miles. Is this correct?

A. No, I don't think there's any truth to any generalization in fields like that, no matter who says it. The whole thing, I think, is a subject on which there's been entirely too much effort to generalize, or to develop rules that have some sort of widespread or universal application. And it isn't the kind of thing that's susceptible to that. For a good example: It costs us as much, on the average, to move the trailer from one of our terminals down to a rail yard, to put it on the flat car, to take it off and go back, as it does to put it in our own terminal 100 miles away. That means that, on the average, if the railroad carried the trailer 100 miles free we would break even. If the railroad carried it for 50% of our costs for 200 miles we would break even. In each case there would be no incentive for us to use piggyback. When you get out 500 miles, their charge to us obviously has to be less than 80% (of our cost). Then you've got a number of other problems in this whole field which I think are too little recognized. One of them is that we have to maintain our customer relationships. Generally speaking, we start to lose business when we fail to give overnight service on 92% of our shipments out to at least 450 and very often 500 miles. That means that we can't use piggyback at that distance or anything below it unless the train schedule happens to fit the particular requirement—that is, a requirement of people shipping freight . . . That means that we have to have a rail relationship in which we can give them trailers up to at least 10 p.m., which ordinarily means about an 11 p.m. train departure. And it means arrival at destination preferably so that we can have trailers in our possession by 5 a.m. When you come to 6 a.m. you're starting into real trouble as far as giving the best service is concerned. That's why you sometimes hear rail people say, "You people want to leave every place at 11 at night." And in fact we do. But it isn't that we want to, it's that our customers want to. It's a straight business of satisfying the needs of our

(*Continued on page 16*)

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A TRUCKER SPEAKS HIS MIND *(Continued from page 15)*

customers to keep our business. We have to give service of that type from many cities along the route. Take this as a [hypothetical] example: You have to give service of that kind from, say, Buffalo to Cleveland and also Cleveland to Fort Wayne, Toledo to South Bend and so on. Having a train leaving each of those places at 11 at night is sometimes not convenient.

Q. Turning to your applications now pending before the ICC to acquire certain eastern truck lines: Oral reargu-ments were held last month. When do you expect a decision on those cases?

A. I've been expecting a decision on those cases for several years. Hazarding a guess on that, I think, is not very rewarding. I'd hate to have made any bets on the ideas I've had on that in the past.

Q. There are now five such lines rather than the original six?

A. That's right. One of them had a four-year expiration clause. As you know, the main opposition to that [acquisition] has been from rail lines. Generally it's couched in the framework of fear of losing carload traffic transcontinentally, which has seemed to us to be a rather unrealistic fear with our costs 2½ times theirs. We actually have virtually no full-load transcontinental traffic and never have had.

Q. You would plan to operate these lines, then, as strictly eastern carriers?

A. Yes. Not that there wouldn't be some traffic that moves through, especially small shipment traffic. And once in a while you get a full load. But our full-load rates are all above rail on very-long-haul traffic and the net result is that anyone who uses our service for full loads on long hauls pays a premium to get it. He pays it because he has some reason within his own business that makes it worth it. We don't think there's anything wrong with that ourselves.

Q. Would you favor at this time any basic changes in either the Interstate Commerce Act or the National Transportation Policy to improve or hasten intermode coordination efforts?

A. I think the measure that's been under consideration which would provide for an FMB-ICC-CAB joint board would be very helpful. It would allow you to publish joint through rates where both FMB and ICC regulated carriers were involved, as you currently can do when ICC-CAB carriers are involved. I think that would be a very constructive move and extremely helpful to the flow of commerce that goes part of the way by water. I also feel that a lot could be done in little ways to facilitate the growth of the intermodal things. But I don't think major legislation is needed. The only thing that's basic to development of this kind of thing is a shift, or a further shift, in attitude. I believe that it's coming and that it's going to result in great benefit to the railroads and the motor carriers and the economy. I might add that we would be happy to coordinate with any rail line at any point at which we both have facilities and to follow routings as scrupulously as anybody you ever knew. I have the feeling, incidentally, that this fear of invasion of territory often has less basis in fact than it does in emotion. The carrier, for example, who might get a shipment from East St. Louis and take it over to interchange on another rail line in St. Louis, in my opinion, can't help losing money on his split of the revenue. Yet we could do the same thing on the same split and make money on it. The really objective approach to this whole thing—thinking of it from a stockholder point of view, from an earnings per share basis—can only lead to a rapid spread of the Plan V concept. We'd be delighted, for example, to take over the job of assembling LTL for any rail line on a joint through rate basis and give it to them only in trailers for piggyback transportation. It would certainly help their car-miles per day or month or year.

Q. Is this being done anywhere now?

A. As far as I know, it isn't. We've had discussion of it as a real possibility, however, with three of the rail lines. It's being seriously considered.

CF: FRIEND OR FOE OF THE RAILROADS?

Railroad men aren't quite sure how to take Jack Snead. Some are inclined to accept at face value his affirmations of a desire to expand rail-motor coordination and thus bring blessings on both houses. Others view such declarations as a smokescreen behind which Consolidated Freightways is building a transportation empire that can only bring a plague on the railroad house.

Even his foes, however, have a healthy respect for the transportation and business savvy exhibited by Snead and CF. It's a matter of record that:

- From a regular route mileage standpoint CF dwarfs every competitor, motor carrier or railroad. Consolidated operated 33,989 miles of regular routes last year. ICC approval of eight pending acquisition cases would boost the mileage to more than 75,000. Roadway Express, second ranking motor carrier, operates 26,978 miles. Sante Fe, nation's longest railroad, operates about 13,170 miles.
- Consolidated has been diversifying since 1931. It has irregular route operations handling bulk commodities, heavy hauling, movement of household goods. It has manufacturing companies turning out truck equipment, plastic materials, transportation refrigeration units. It has components handling lease of cars and trucks and railroad freight cars. It controls a steamship operating company. It operates public warehouses in four cities, has warehouse facilities in more than 40 cities in the U.S. and Canada.

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CHICAGO, MILWAUKEE, ST. PAUL & PACIFIC.—Series A preferred, $1.25, quarterly, payable March 24, June 23, Sept. 22 and Nov. 23 to holders of record March 4, June 3, Sept. 2 and Nov. 4, respectively.

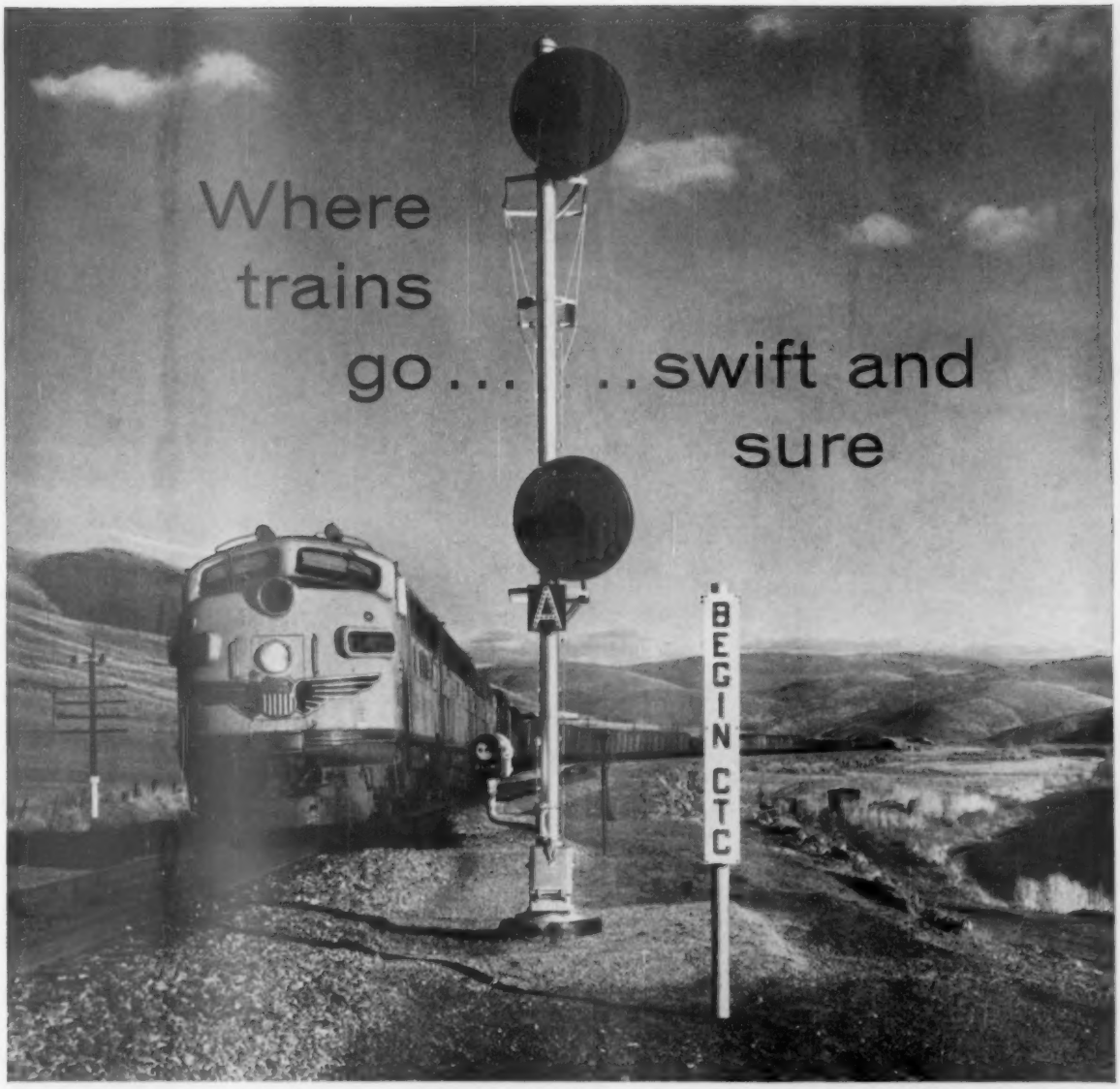
GULF, MOBILE & OHIO.—common, 50¢, payable March 14 to holders of record Feb. 23; $5 preferred, $1.25, quarterly, payable Sept. 12 to holders of record Aug. 22.

MINNEAPOLIS, ST. PAUL & SAULT STE. MARIE.—25¢, reduced, payable March 24 to holders of record March 4.

PEORIA & EASTERN.—$2.50, payable April 1 to holders of record March 18.

PITTSBURGH, FORT WAYNE & CHICAGO.—7% preferred, $1.75, quarterly, payable April 5 to holders of record March 10.

WABASH.—4½% preferred, $4.50, annual, payable April 22 to holders of record March 31.



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PACIFIC MOTOR TRUCKING driver at San Francisco acknowledges radio call sending him to a nearby shipper's dock.

LOS ANGELES DISPATCHERS use radio for quick contact with each of 65 trucks doing P&D work.

SP Radio Speeds P&D Work

► **The Story at a Glance: Southern Pacific pickup and delivery service at eight major terminals has been speeded with use of two-way radio on 221 trucks, enabling drivers to talk directly with dispatchers. Shipments often make earlier schedules than would be possible if radio were not used.**

Fastest possible service from shipper to terminal is a daily practice of the two Southern Pacific trucking subsidiaries that handle pickup and delivery service for the parent railroad company.

One, Pacific Motor Trucking Company, has four terminals radio equipped, as follows: Portland, Ore., one base station and 10 trucks; Oakland, Cal., three base stations and 30 trucks; San Francisco, one base station and 25 trucks; and Los Angeles, one base station and 65 trucks.

The second subsidiary, Southern Pacific Transport Company, operates in Texas and Louisiana. It has four terminals radio equipped, as follows: Houston, Texas, one base station and 35 trucks; Dallas, Texas, one base station and 24 trucks; San Antonio, Texas, one base station and 12 trucks, and New Orleans, La., one base station and 20 trucks.

The major benefit of the radio system, according to terminal managers and dispatchers, is derived from its ability to immediately relay pickup orders to trucks in a particular area. In many instances this means the shipment can make an earlier schedule than would be possible if radio communications were not used. Now the dispatcher can often send the nearest truck to make the pickup. Formerly he would have had to wait for a driver to telephone in, or he would have had to send out a truck from the terminal. The use of radio has saved many miles of backtracking.

Up to 60 Minutes Saved

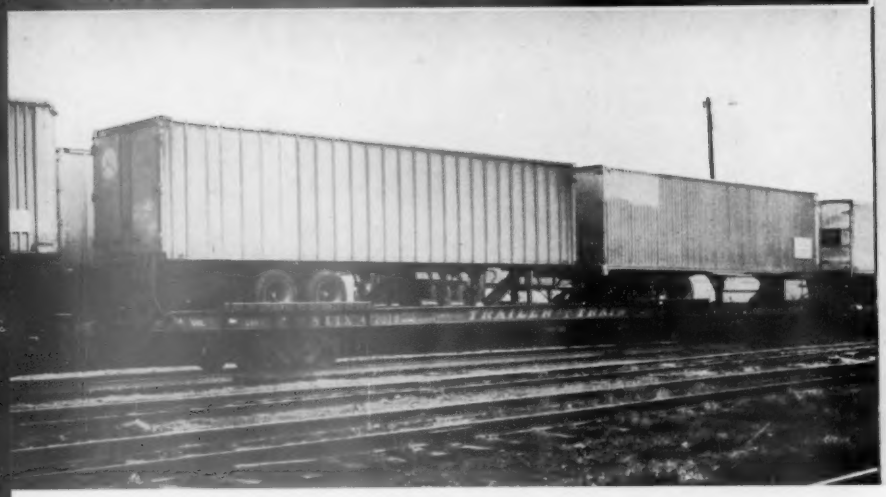
The time savings from using radio accrue to both trucker and shipper. From 30 to 60 minutes is saved each time a separate pickup is not required because of being able to radio the nearest truck to make the call. Time savings are even greater in the Los Angeles area, which spreads out over 700 square miles. The 65 radio-equipped trucks represent about 40% of PMT's Los Angeles PUD fleet, so that each part of the LA area is covered daily at least once by a radio-equipped truck.

The Los Angeles terminal manager says it is most important to load fringe area trucks to capacity. Radio makes this possible, because half empty trucks can be rerouted to runs having unusually heavy pickups.

In San Francisco, one of the most used radios is that in the street supervisor's pickup truck. His main job is trouble shooting, so the sooner he arrives on the scene, the sooner the problem is solved. With radio, he is immediately notified of customer complaints, special problems, or any situation that requires special handling or supervisory action. Radios, in spotting tractors, also greatly expedite the movement of semi-trailers in the station area.

Because trucks working from the Oakland terminal cover an extensive and hilly territory, three base stations were required to provide solid communications. The SP installed Motorola 25-watt railroad radio units at: (1) Berkeley passenger station; (2) Martinez bridge, over an arm of San Francisco Bay; and (3) at the yardmaster's tower in Elmhurst at East Oakland. This provides communications in the entire east bay area from Vallejo to Hayward. Experience at the other bases utilizing two-way radio for PUD service also indicates that one base station provides sufficient coverage.

Itinerary of a typical Trailer Train piggyback car, which ran up 11,442 miles in 60 days last year, is shown on map at right. TTX record holder (below) is an 85-ft. flat car leased by U.S. Freight. It ran 17,296 miles in Plan IV service during April, 1959. TTX believes the record, equal to 575 car-miles a day, has never been equaled by a railroad freight car.



Busy Trailer Train TOFC Cars

The Trailer Train Company gets phenomenally high utilization from its fleet of piggyback cars. And, says the firm's General Manager J. E. Wightman, some 90% of the mileage is loaded.

An illustration of this is shown on the accompanying map, which traces the movements of a single 85-ft Trailer Train car, TTX 473022, for a 60-day period. The car made 16 separate trips, reaching eight different terminals. It was interchanged 11 times by five different railroads. In spite of this extreme variety of movement it recorded a total mileage of 11,442 for the 60 days, an average of 190.7 miles a day; 90% of this mileage was loaded.

One of the principal factors which makes this high utilization in interchange service possible, Mr. Wightman explains, is that no Trailer Train car has a "home" railroad. At any given moment every Trailer Train car "belongs" to the member railroad on which it is then operating. When it is interchanged it belongs to the originating TTX member until it reaches another member's lines. From then on it "belongs" to the member which receives it.

A good example of how this works is the move from Boston to Chicago shown at the top of the map above. The car originated on the Boston & Maine and moved over its lines from Boston to Mechanicville, N. Y., where it was interchanged to the Delaware & Hudson.

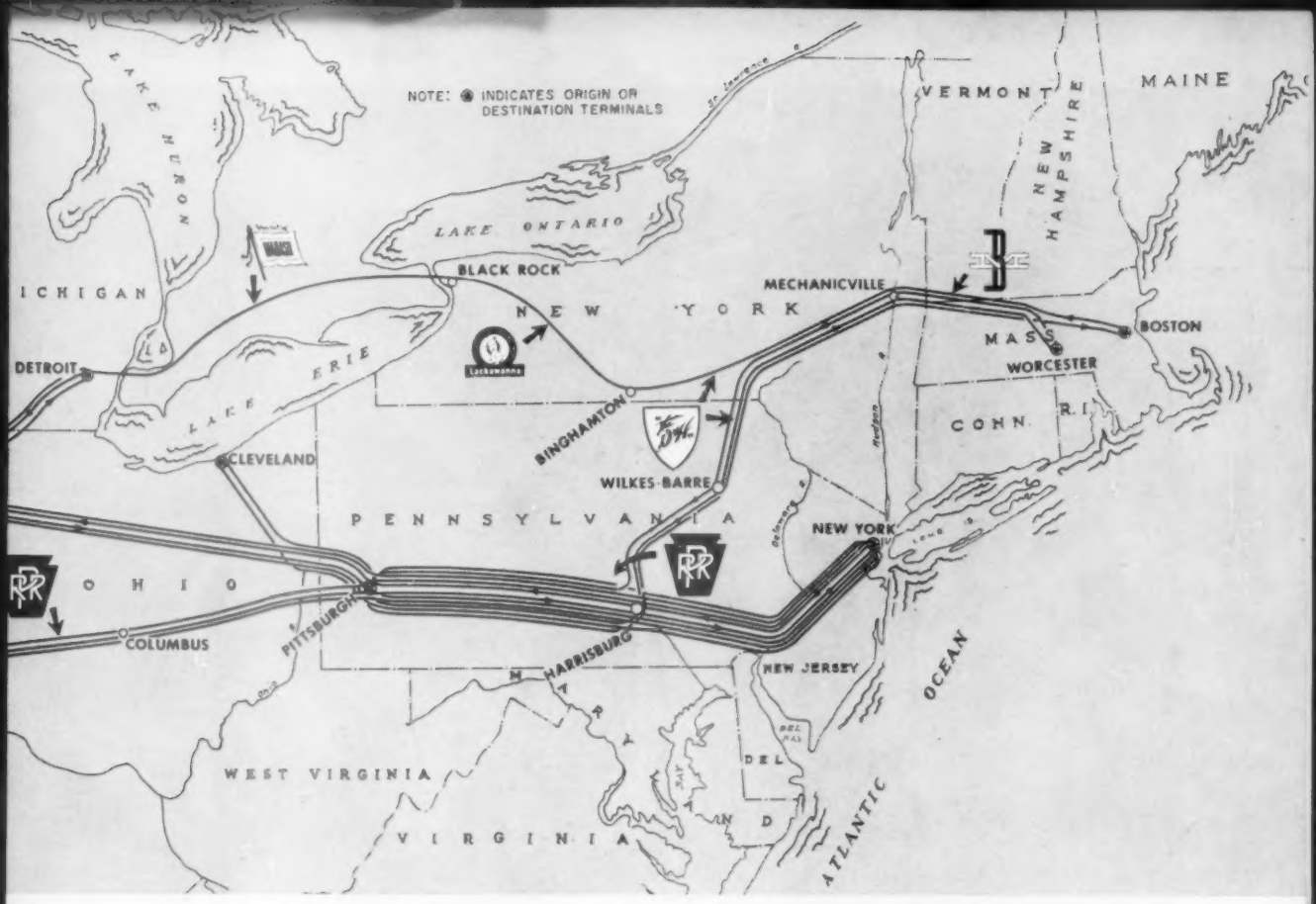
The D&H moved the car to Binghamton, N. Y., and gave it to the Lackawanna. The DL&W in turn carried it to Black Rock, N. Y., and turned it over to the Wabash for movement to Chicago. (Incidentally, the entire move of 1,036 miles, including three interchanges, was made in less than 72 hours.)

Had 473022 been a B&M car under normal car service rules, the Wabash would have been required to load it back in the direction of the owning road, or move it empty back to Black Rock, for return to the B&M over its "home" route. However, under Trailer Train's plan, the car belonged to the Wabash as soon as it reached Wabash tracks. Thus, the Wabash was able to move the car on a round-trip to Detroit and then send it to the Cotton Belt at St. Louis. There was no idle time waiting for a load back "home."

Non-Member 'Bridges'

This move also illustrates how non-member railroads can be utilized as bridge carriers in moving TTX cars, for neither the D&H nor the DL&W are members of the Trailer Train pool. In such cases the member road which sends the car off-line (here, the B&M) remains responsible for it and the payments to Trailer Train until the car reaches another member (in this case, the Wabash).

To prevent this flexible responsibility from depleting each member's assigned



Set New Efficiency Records

quota of cars, Trailer Train maintains a central car distribution office which constantly keeps track of the entire fleet. When a car moves off one member line and is not returned within a reasonable time, another car is furnished to the member in order to keep its assignment in balance.

"This sample car illustrates why we believe Trailer Train easily justifies its existence just by the way it aids interline movements, without even considering the other benefits such as flexible car supply and low cost," Mr. Wightman continues. "Naturally, our highest mileage cars are those which are in captive service, running back and forth between the same terminals day in and day out.

"However, we think it is highly significant that our cars which do get into interline service can keep such a high average as this sample car shows. I am convinced these high mileages could never be achieved except in a pool operation."

'PROBABLY AN ALL-TIME HIGH'

Trailer Train Company estimates that its fleet of piggyback flat cars rolled up a total of 118,958,000 miles during 1959, an increase of 108% over 1958. Better than 90% of this was loaded mileage, an achievement which Trailer Train General Manager J. E. Wightman believes is "probably an all-time record for a fleet this large."

The record is particularly significant, Mr. Wightman says, because it was achieved in a year when Trailer Train's membership grew 50%, its car fleet almost doubled, and the scope of its car operations was extended to over 42% of all Class I railroad mileage. Trailer Train presently has 19 members and 2,605 cars. Deliveries are under way on 1,000 more cars.

"We had been concerned about the possibility of our operating efficiency suffering as the scope of operations and particularly the number of interline movements increased, but that did not occur," Mr. Wightman said. "The fact that our members achieved such a high loaded mileage ratio together with exceptionally high car utilization (which is averaging over 200 miles per day on our 85-ft cars) is, I believe, conclusive evidence of the advantages of our pool ownership concept which bypasses many of the normal car service rules and thus increases the utilization potential when a car is in interchange service."

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- atch for opportunities to be of service
- nswer questions correctly
- se skill and tact
- now your railroad better
- xpress yourself with confidence and intelligence
- xplain the advantages of using Milwaukee Road service

How the Milwaukee Helps Its Salesmen

"We want our salesmen to be expertly trained, so they can help our customers. We want them to realize they are part of a big organization, with lots of skilled specialists who can help them in turn. And we want our salesmen to call on those specialists whenever necessary."

That's how Bill Sunter, the Milwaukee's general freight traffic manager—sales and service, sums up the many-faceted program which his company is vigorously pursuing to strengthen its selling and improve its service. It's a program that includes such varied features as regional sales meetings; an advisory "task force"; traffic research; and a new consolidated car reporting center—"Car-Scope"—just opened in Chicago.

From the training standpoint, the Milwaukee's program includes:

- Regional staff meetings, held both on and off line, all over the country. These meetings are attended, locally, by all salesmen—"everybody above clerical rank." They are attended also by top traffic officers, both freight and passenger; by rate and research men, and, usually, by at least one high-level operating man. Thus, the meetings are more than just one-way training sessions. In the reverse direction, they give local salesmen a chance to tell headquarters personnel, face to face, about cases where they have had trouble in securing freight, because of rates or service, or both. Salesmen are, in fact, definitely encouraged to use the meetings to sound off about their problems. The first round of these meetings has been completed. "It's about time for a second swing," Mr. Sunter says.

- A "task force" of two traffic department officers, who visit all on- and off-line agencies for one- or two-week periods, and go right along with local salesmen in their calls on shippers. Primary objective is to help improve individual sales approaches—but an added dividend is acquisition by high-ranking officers of a first-hand view of shipper needs and shipper thinking. Industrial traffic managers, Mr. Sunter says, like this "task force" approach. It convinces them, he adds, that the Milwaukee is aware of the sales training problem, and is making a real effort to solve it.

- Sales kits, made up to be carried by each salesman. They include condensed freight schedules, maps, routing data, information on special equipment, and other pertinent material about the railroad. Purpose of the kits is to enable a salesman to answer questions promptly, right in a prospect's office, without having to return to his own to get the facts. These kits supplement and keep up to date knowledge gained from tours of the railroad, which are conducted for all men joining the sales staff.

- Sales helps—tips on selling methods and general background information—mailed to salesmen's homes once a week. These mailings include a wide variety of material—regular sales correspondence courses, magazine articles on sales methods, copies of significant speeches, etc. At least once, the weekly sales help selection was an issue of Railway Age, including one of this paper's series of Polls on industrial traffic managers' opinions of railroad sales policies.

The Milwaukee views each of these training measures as part of a continuing program—which is being solidly backed by concurrent service improvements under direction of President William J. Quinn and Traffic Vice President Walter Kremer.

Most recent innovation was the opening on Dec. 1 (RA, Dec. 7, 1959, p. 7) of a centralized car reporting center called "Car-Scope." The new center groups in a single office shipper services previously performed by several departments. It has five main functions:

- To transmit, daily or oftener, to the Milwaukee's principal traffic representatives throughout the United States and Canada information concerning lo-

CAR-SCOPE office includes rotating file, from which tracers (foreground) can quickly get up-to-the-minute information on location of carload shipments anywhere on the Milwaukee's 10,600-mile system. Employees in background handle diversion, reconsignment and other Car-Scope functions.

ELECTRONIC DATA PROCESSING equipment—tied in with an extensive telegraph and Teletype network—keeps Car-Scope in fast, continuous contact with on-line car reporting stations and with traffic representatives throughout the United States and Canada.

cation of carload shipments to and from each agency territory.

- To trace, and, when necessary, expedite carload shipments.
- To give prompt handling to diversion and reconsignment orders.
- To notify shippers and consignees if storms, mechanical failures or other causes delay cars en route—and notify them again when movement is resumed.
- To keep track of, and distribute, all special-purpose freight cars, so as to get maximum use, for both shippers and railroad, from such popular, high-cost equipment as DF, Compartmentizer and Airslide hopper cars. In this connection, Car-Scope is intended to work with the railroad's local agencies to secure return loads for such cars.

Car-Scope's emphasis is on speed, achieved through intensive use of an extensive network of telegraph and Teletype communications for receipt and dispatch of data, and of IBM machines for processing it. The bureau, with 30 carefully trained employees, will operate 24 hours a day, seven days a week, under D. O. Burke, superintendent; David Staley, assistant superintendent, and W. L. Sarakenoff, night assistant superintendent.

Each carload originating on the Milwaukee, or interchanged to it, is reported to Car-Scope in Chicago at the time of its departure in a train. This initial report contains comprehensive information on cars and lading. Selected intermediate stations provide passing reports which enable the center to follow cars for their entire trip from origin to destination or to the junction where they are delivered to connecting railroads. Reports submitted by destination and interchange stations complete the record for the car's entire movement on the Milwaukee.

Emphasis on Research

As still another step in its overall program, the Milwaukee—like many other railroads—is placing heavy emphasis on traffic and rate research.

A special research bureau was established about 15 months ago, headed by T. H. Desnoyers, a former associate editor of Railway Age. It is presently developing what is expected to become a regular series of traffic reports to the road's own sales agencies. These will show, for each agency, such things as traffic originated or terminated, by commodity, weight and revenue.

Thus, the traffic reports will aid the railroad's officers in evaluating the relative importance of different agencies—and aid the agencies themselves by showing where sales efforts can be most advantageously directed to obtain the most profitable traffic.

Supporting, and publicizing, the Milwaukee's sales and service efforts is its current advertising theme—"Creative Crews"—which will be continued through 1960 at least. "Creative Crews," the ads emphasize, may be one man, or a group of men, who create and put into effect new ideas of service and operations.

"For example," one of the recent advertisements says in part, "it was a management 'Creative Crew' that made the decision to purchase 1,000 ingenious freight cars with expanding doors. Yet the need for such cars came from a 'Creative Crew' of freight salesmen who were working closely with the lumber industry."

"This creative approach," the same ad continues, "breaks with old attitudes of service and replaces them with new fresh thinking."

The sales training program, Car-Scope, and traffic research give that objective solid basis in fact.

IN 'GRANDFATHER' CASES . . .

RR Litigants Make Progress

► **The Story at a Glance: One of the least publicized sections of the 1958 Transportation Act is the provision which "cut back" the agricultural exemption. Specifically, Section 7 (c) required motor carriers of previously exempt commodities who were in bona fide operation May 1, 1958, to apply to the Interstate Commerce Commission for authority to continue such operations. Similar requirements were applied to interim carriers, who began hauling formerly exempt commodities uation, as analyzed before the Railroad of that year.**

Here's a review of the agricultural-commodity grandfather-application situation as analyzed before the Railroad Transportation Institute by Urchie B. Ellis, general attorney for the Illinois Central.

Under Section 7(a) of the 1958 Transportation Act, Congress imposed economic regulations on truck transportation of previously exempt agricultural commodities—specifically, frozen fruits, berries and vegetables; cocoa beans and coffee beans; tea; bananas; hemp; imported wool; and wool tops, noils and waste which has been carded, spun, woven or knitted.

To continue in business as carriers of those commodities, "grandfather and interim" applicants were required by the Interstate Commerce Commission to satisfy seven requirements:

(1) Publish rates and charges, or file contract schedules; (2) Designate agents for service of process in each state traveled; (3) File evidence of adequate insurance; (4) Comply with safety regulations; (5) Identify vehicles; (6) Keep accounts; and (7) Preserve records.

Many truckers—perhaps a large majority, according to Mr. Ellis—apparently decided that operation regulated under those requirements involved too much paperwork and expense. At any rate, only about 900 applications were filed for "grandfather" authority and 75 for interim rights. Totals, in both cases, were far smaller than the railroads anticipated.

As of late September 1959, only a few dockets had actually been decided. Some 787 applications then remained of record; about 350 had not even been set for hearing or conference. In other words, as Mr. Ellis then said, **"the bulk** of active litigation is still before us."

Mr. Ellis' own railroad, the Illinois Central, as a leading transporter of bananas, has been active in protesting trucker applications. In the beginning, Mr. Ellis notes, it wasn't too confident of its chances. But it decided to go all out to defend its traffic. It is now satisfied, Mr. Ellis says, that the effort will be well worthwhile, because, "in spite of diligence by the Commission, far more authority will probably be granted if no protestant appears and fully develops the frequently concealed defects of an applicant's case."

Suggested Strategy

Mr. Ellis offers these suggestions, among others, regarding strategy for protestants:

- Preparation is vital, despite the brevity of the hearing or conference itself. Prior analysis of traffic data submitted with an application often will provide the main basis for cross-examination and study of applicant's supporting papers. Tabulation of applicant's traffic may point to the geographical and commodity approach protestant should adopt.
- Careful examination of documents or records offered in support is also vital. "Suggestions for cross-examination will occur to you which may reveal buy-and-sell or brokerage arrangements, leased operations, or service for a single shipper."
- Protestants should not concede anything not clearly established at a conference.
- Protestants shouldn't waver if applicant threatens to bring in shippers to testify. "The Commission has accepted oral testimony in past grandfather applications, but shippers are hard to get and the several current cases coming to my attention indicate we have a good risk." Furthermore, if applicant can prove his case he is entitled to and should get authority.
- In many cases applicants don't appear at conferences, yet the ICC apparently proceeds to schedule hearings without acting to determine applicant's actual interest. Frequently applicant will pass up the hearing, too, and protestants are put to the expense of two useless appearances. Protestants, Mr. Ellis believes, "should express their indignation in every one of these situations that arises . . . There is no reason why a recommended order of denial for failure to prosecute should not issue." Before the Commission sets the matter again for hearing it should receive positive evidence of interest by applicant.
- "It is my feeling that an applicant cannot establish bona fide transportation for compensation unless it shows it collected and remitted the 3% tax on all traffic prior to August 1958 . . . Cross-examine on tax details and demand that applicant produce proper records to show payment of the tax if he contends it was paid."
- "Be very inquisitive about number and identity of shippers and receivers, and who routes and owns the freight. Many applicants are claiming common carrier rights, but at most should get only contract carrier rights. Some appear to have been engaged in brokerage operations or buy-and-sell operations, and so were not engaged in bona fide transportation for compensation. Others appear to have leased their vehicles for return loads or to be accepting return load expenses rather than collecting genuine freight charges."
- Some indications point to use of the same shipments as a basis for application by several people.
- Situations have developed where large carriers have bought up the possible rights, or at least the records, of small truckers who otherwise would not have processed an application. This "appears to violate the purpose of grandfather rights and merits very close study."
- Underlying documents—supporting evidence—deserve the closest scrutiny. "Exercise your technical objections. Remember the easy likelihood of fraudulent records and overstatements of service rendered."
- Commodity descriptions should be carefully developed. Mr. Ellis notes a "strong tendency" to describe shipments as "frozen vegetables" or "frozen fruits." In one case, he comments, many of the frozen vegetables were french fried potatoes and the frozen fruits were purees, frozen citrus concentrates "and other questionable items."
- Fitness, in itself, "may not be an acceptable issue in grandfather cases; however, it could be a part of bona fide operations for hire and you should not hesitate to raise any aspects. Failure to provide proper insurance or to publish tariffs or to charge the published tariff rate might be considered . . . Overloading, violation of safety regulations, failure to pay transportation tax might be proper factors."

(*Continued on page 62*)

perfect package

Steel-Corr **THE SILVER LINING TO THE FREIGHT CAR SHORTAGE PROBLEM**

INTERNATIONAL-STANLEY CORPORATION

8401 WEST DODGE ROAD • OMAHA 14, NEBRASKA

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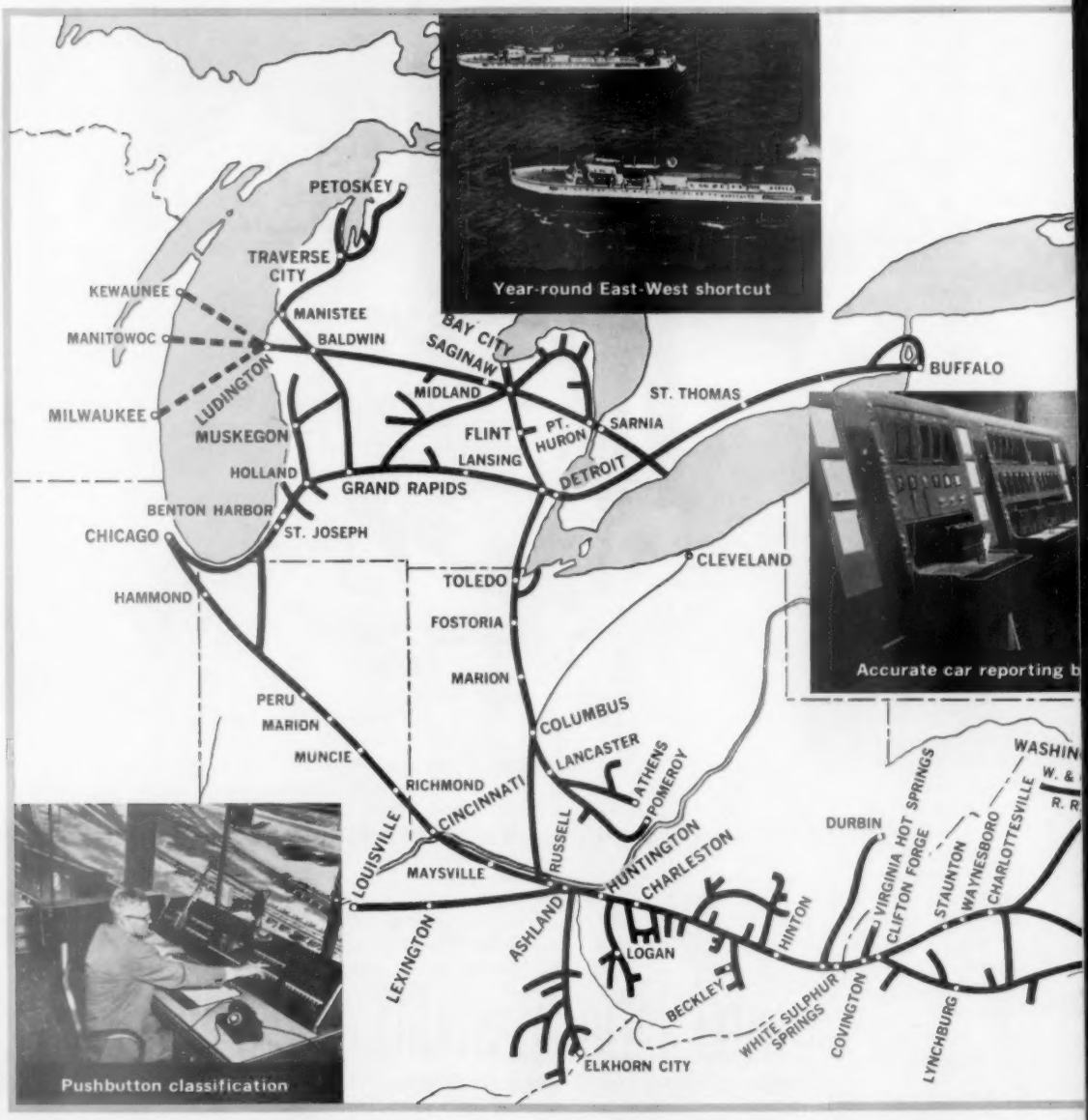


ability

Everywhere on Chessie's 5,100-mile transportation plant

From the Atlantic to the Great Lakes and Canada — Chessie's transportation network serves a region rich in natural resources and thriving with industrial diversification. Along every mile C&O proves its outstanding ability — outstandability — to anticipate the needs of this vigorous, growing area.

For example: Newport News, C&O's own world port with every facility for export-import commerce. C&O Trainferries across Lake Michigan to shorten and expedite Northwest and East traffic. Dependable overnight Piggyback operations. CLIC, Chessie's quick, accurate car reporting. Centralized Traffic Control, pushbutton classification, hot box detectors and other electronic innovations to speed and safeguard your shipments. A fully dieselized transportation plant with nearly 100,000 modern freight cars, including fleets of damage-free cars, insulated compartmentizers and other special equipment.

Your service-minded C&O representative is anxious to introduce you to Chessie's outstanding transportation facilities. He'll be glad to tell you about C&O's OUTSTANDABILITY.

Chessie has just published a new railroad map of the U.S. If you'd like a copy write to James E. Doyle, Vice President —

Chesapeake and Ohio Railway

TERMINAL TOWER, CLEVELAND 1, OHIO

Outstandability in Transportation

"CLOTHESPIN CARS" were converted from open to covered hoppers at Maine Central's Waterville shops by addition of roofs and roof hatches; replacement of some panels; and smoothing of interior surfaces by grit blasting.

MeC 'Pipelines' Clothespins

"Help us," the Maine Central asked its shippers last year, "to close down our poorly patronized, money losing passenger operation. Then," it promised, "we can give you better freight service, with more specialized equipment tailored to your particular needs."

Accomplishment of the first objective is still at least a year away. Even so, the road is moving rapidly to fulfill its promise. And in doing so, it's come up with something really new in railroad equipment—covered hopper cars designed for pneumatic bulk handling of "pin woods" for clothespins.

Two such cars are now in regular assigned service over the 165 miles between Mattawamkeag and Portland in what carrier and shipper feel is about as close as they can come to a "pipeline" operation.

At Mattawamkeag, birch and maple pin woods are blown through pipes into roof loading hatches on the converted covered hopper cars. At the Forster Manufacturing Co.'s Thompson's Point plant in Portland they are unloaded through special bottom outlets, and again blown through pipes into a storage bin. Thanks to a wax coating, the pins flow almost like a liquid.

The operation, which Plant Manager A. W. Dean says "is working out even better than we anticipated," is expected to increase Forster's daily production to over a million finished spring-clip clothespins. It replaces former manual and lift-truck handling of pin woods packed in burlap bags and transported in box cars.

Other special freight equipment recently put into service by the MeC includes side-door gondola cars for lime rock; specially blocked gondolas for movement of cement conduit from Westbrook, Me., to the Navy radio station at Cutler; two types of insulated box cars for wood pulp; and bulkhead flat cars for unitized loads of fiberboard and other products manufactured by U. S. Gypsum Co. at Lisbon Falls.

AIR PRESSURE lifts pin woods from underneath cars to storage bin with capacity of two 50,000-lb carloads.

PINS FLOW "almost like liquid" from cars to storage and from storage to production line.

Ride herd on shipping costs

ship it Piggy Back

The folks on the Texas and Pacific are out riding the transportation range day and night hustling up the kind of money-saving rail services that help keep satisfied customers satisfied.

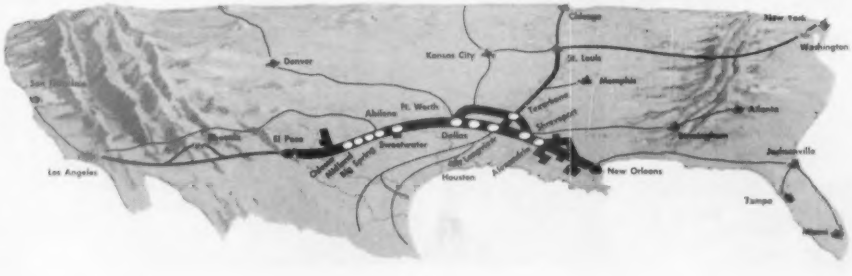
The motto on the T&P range is: "If we haven't got the kind of service you need and want, we'll provide it . . . or bite the dust trying."

The multi-purpose piggy-back service is a good for instance. Truck-Rail Service (demountable trailers loaded on gondolas or flat cars) is another. Both provide dollar-saving dock-side pick-up and delivery services.

Give your nearest T&P traffic range boss a call and he'll come galloping over the hill in a big hurry.

Your Progressive

TEXAS AND PACIFIC RAILWAY



Ideas For Better Shipping

COMPACT SIZE and short turning radius make it possible for this lift truck to work right inside a box car for unloading banded packages of plywood. A larger lift truck is used to place this one in the car.

Lift Trucks Double Up to Unload Plywood

By double-teaming a pair of lift trucks, the Huntington Materials Corp., Huntington, N. Y., has overcome the absence of dock facilities on its 12-car rail siding; cut its plywood unloading time from 1½ days to about an hour for a single-door box car, 45 min for a double-door car.

The company orders all its plywood shipped in banded unit loads stacked two high crosswise of the car, with two stacks in the doorway.

In unloading, a small lift truck—a Hyster Challenger 70, 7,000-lb model with fork extensions—slips these packages out first to clear the door. It then works adjacent packages to the doorway in an oblique position, and lifts them off with the long dimension across the forks.

Next step is to set a load of strapped lumber, built up to car floor level, outside the door, to take the place of a dock. A large lift truck then sets the smaller Challenger 70 on this stack, from which it is driven directly into the car. There it picks up packages in one end of the car, carries them to the doorway at an angle, and sets them on the forks of another truck standing on the ground. When one end of the car is cleaned out, the truck forks are pivoted upward to reduce overall length, and the truck is turned inside the car.

The same lift trucks are used also for unloading other building materials from both freight cars and truck trailers; for in-yard handling and storage, and assembly of outgoing orders.

COMPACT LOADER can maneuver in close quarters to dump chips from 8-ft box car door onto conveyor belt which carries them directly to the initial processing room.

WHEN CAR HAS BEEN partially unloaded, the loader moves right inside, to pick up chips and dump them directly into the hopper.

Front-End Wheel Loaders Speed Chip Handling

Use of front-end wheel loaders has increased by 30% the rate at which saw mill chips are unloaded at the International Paper Co.'s Spring Hill, La., plant.

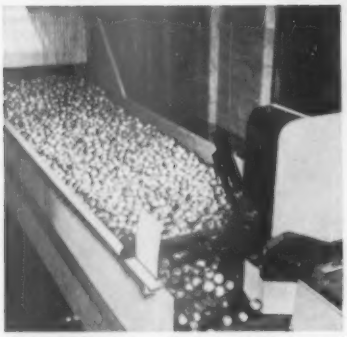
The chips are received in box cars, at a rough daily average of 14 cars, or 250 cords of chips. The loaders can go directly into the cars; scoop up chips; turn (when necessary) inside the car; and dump the chips into a hopper on the unloading dock beside which the cars are spotted.

The hopper is located directly over a conveyor belt that carries the chips from the dock to the point where they are initially processed.

International is currently using Allis-Chalmers Model TL-6 Tractoloaders. With a length of 9 ft 7 in., width of 4 ft 5 in., and capacity of ¾ cu yd, the machines have a 6½-ft turning radius, which permits operation either inside a car or on a loading dock with a width of only 7 ft.

"Flexi-Van gets shipments there on time"

says Walter Kaser, Traffic Manager of Duffy-Mott Company, Inc., world's largest producer of apple products sold at retail.



The Duffy-Mott plant is modern and highly efficient. In 42 minutes these apples will have been peeled, cored, made into sauce and sealed in jars.

"When a customer advertises a sale of apple sauce, he's got to know the goods will be there on time. Flexi-Van gives us on-schedule deliveries. And he doesn't want a lot of broken jars. Flexi-Van has a remarkably low damage factor. Those two pluses are why we are using Flexi-Van on so many of our shipments.

"Flexi-Van gives us door-to-door delivery convenience, with four delivery stops allowed; and the cost is as low as the lowest truck rate."

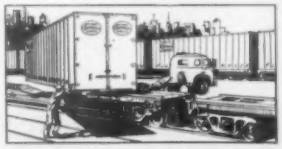
Most Duffy-Mott products, including Sunsweet Prune products and Clapp's Baby Foods, are packed in glass. Flexi-Van's low damage rate is important.

A large part of Duffy-Mott's production now goes by Flexi-Van, for delivery both to warehouses and direct to their customers.

New York Central Railroad

Write: R. L. Milbourne, Director of Flexi-Van Sales and Service, N. Y. Central, 466 Lexington Avenue, New York 17, N. Y.

Your freight is loaded, locked in under your supervision.



Van boards freight train at trackside. Transfer time, 4 minutes.

Shipment rides low, well cushioned aboard high-speed cars.

Beats trucks on long hauls. Goes right to consignee's door.

Cast Steel INCORPORATED DROP END UNITS Speed

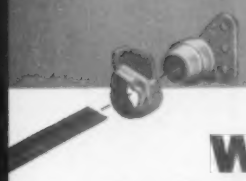
Inside view—showing top corner interlock and bottom corner hinge trunnion.

Service.. Sustain Structure

For outstanding economies . . . increased safety factors . . . improved strength and durability for the life of the car—Wine Drop End Units (Locks and Balancers) form *the perfect* combination!

WINE
Drop End Locks

. . Rigidly interlock gondola sides and ends together—securing the ends in an upright position. Top corners of the car cannot spread regardless of load. Wine Drop End Locks are shipped as an assembled unit, ready for quick application. Made of electric cast steel, they insure maximum service and durability throughout the life of the car.



WINE
End Balancers

. . . Eliminate the necessity of using *four or five men* to close a drop end for car loading! Multiple spring steel torsion bars, incorporated between the center casting and the two outer hinge trunnion castings, permit *one man* to readily close the heaviest drop ends without assistance. Available for easy application on most drop end gondolas.

THE WINE RAILWAY
APPLIANCE COMPANY
TOLEDO 9, OHIO

WUPPERTAL SCHWEBEBAHN (swinging road) was completed and put in service in 1901, over an 8.2-mile route. The only successful commercial monorail ever built, the German line has an enviable record for safety as well as performance.

Monorail: What It Is ...and What It's Not

Monorail is at the same time one of the most discussed and least understood means of transportation. A new book, published this week by Simmons-Boardman Books*, may be helpful in remedying the situation.

The book's author, Herman S.D. Botzow, Jr., is an engineer with a special interest in transportation.

Monorail, as Mr. Botzow's book describes it, is not a solution to all transportation problems, nor even a solution to all urban transit problems. The point is readily conceded that where cheap land is available for surface transportation, or where subways are required, conventional rail systems are probably superior to monorail.

Monorail is, though, in Mr. Botzow's eyes, a possible solution to the transit problem in all but the most densely populated cities. Pointing out that monorail systems are still largely theoretical, Mr. Botzow urges that a prototype line for testing physical and technical limitations (and to provide accurate cost information) be built.

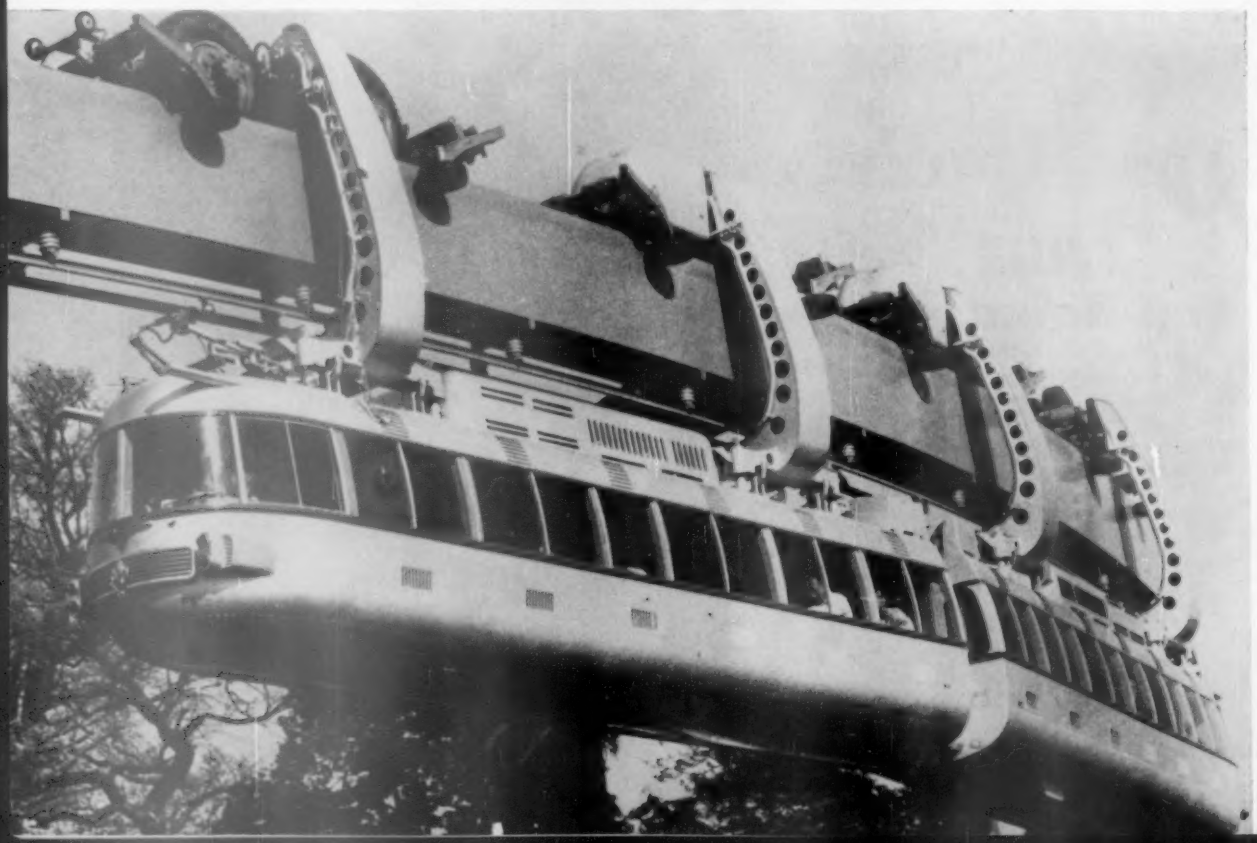
Monorails have been in existence, at least in experimental forms, as long as conventional two-rail systems. Monorails have carried passengers, freight and mixed consists. One monorail line, built in 1901, has carried over 1,000,000,000 passengers and is still a profitable operation. Yet, excepting this operation and some specialized industrial monorails for in-plant transportation, the monorails that have been built for anything more than test purposes have consistently failed, for one reason or another.

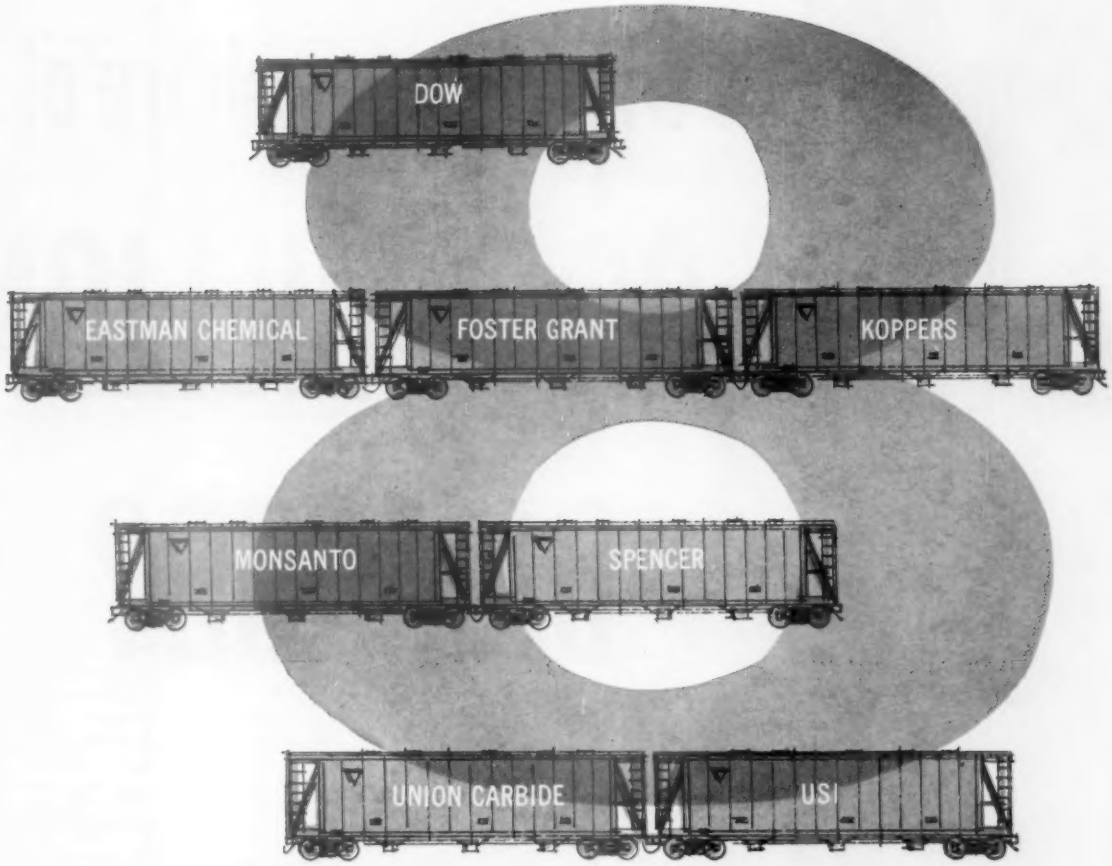
There are two basic types of mono-

(*Continued on page 39*)

*MONORAILS, By Herman S. D. Botzow, Jr. 104 pp, illustrated with photographs and drawings. Simmons-Boardman Publishing Corp., 30 Church St., New York 7, $3.95.

SUSPENDED MONORAIL experiment in Japan uses rubber for both running and guide wheels.





8 major chemical companies are now using the **DRY-FLO® CAR** for bulk shipment of **POLYETHYLENE** and **POLYSTYRENE**

Ask the nearest General American office about the advantages of bulk shipment for your product.

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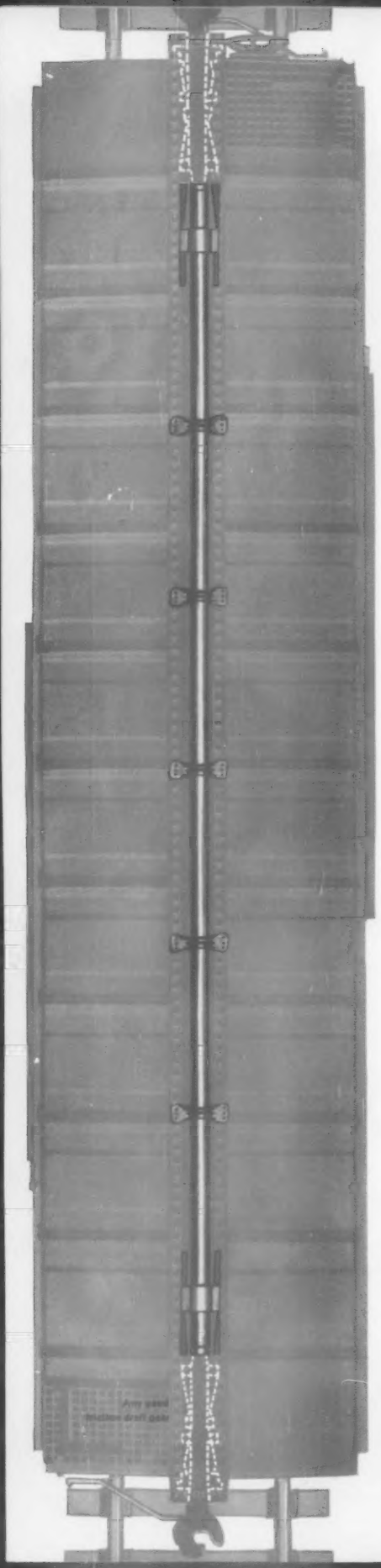


what is your share of

$85.5* MILLION DAMAGE?

Do you want to reduce freight loss and damage outlay at a nominal cost?

In actual operating and laboratory tests to date, the Barber cushion tube underframe (less than $500.00 per car on new cars) has proved itself a mighty important—yet economical—method of cutting down your annual freight loss and damage bill.

The increased travel (up to 7″) is used in buff *before* the car body moves, before the sill is highly stressed, or the lading subjected to shock.
Let us demonstrate.

*$85,589,693.00 freight loss and damage bill on U. S. and Canadian railroads during the first nine months of 1959.

9027

Standard
CAR TRUCK COMPANY

BARBER

Manufacturer of
BARBER Stabilized Trucks
and center sill Cushion Tubes
Distributor of
CLEVITE Cartridge Bearings

332 South Michigan Avenue, Chicago 4, Illinois • Canada: Consolidated Equipment Co., Ltd., Montreal 2

MONORAIL: WHAT IT IS AND WHAT IT'S NOT *(continued from page 36)*

rail: the suspended, in which cars swing from an overhead rail; and the supported, in which cars straddle the rail. Supporting structures for both types are roughly similar, as are many of the guide features and running gear.

The suspended monorails so far built have all been what Mr. Botzow calls "Type I" which he defines as a system in which cars are suspended by means of a hook-like construction from a single rail. Largely perfected in theory but not yet built is another form of suspended monorail, the "Type II." This uses dual rails, several feet apart, but retains its monorail designation because both rails are contained in a single girder. "Type III," in the author's terms, refers to the monorail car supported from below and riding on a beamway.

Type I and II monorail cars, Mr. Botzow says, will require new techniques of car construction because under present techniques, they are heavier per passenger than conventional transit cars. Type III cars offer poor utilization of the passenger seating area, which is broken up by drive-wheel housings projecting into the passenger compartment and dividing it. All these drawbacks can be solved, Mr. Botzow suggests, after experience has been gained on a prototype line.

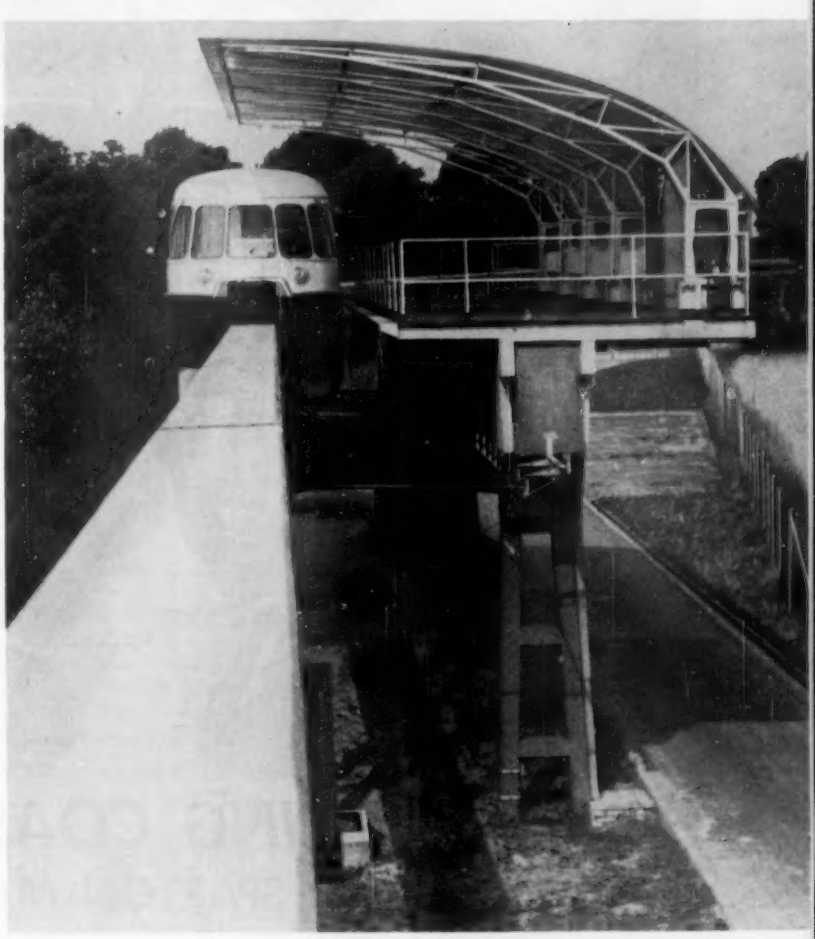
Where It Stands Now

Enough experimental models (both scale and full-size) of the various monorail systems have been built to "encourage the belief that monorail trains can operate at sixty-mile-per-hour speeds and can offer adequate transit capacity for all but the most densely populated cities," the author concludes.

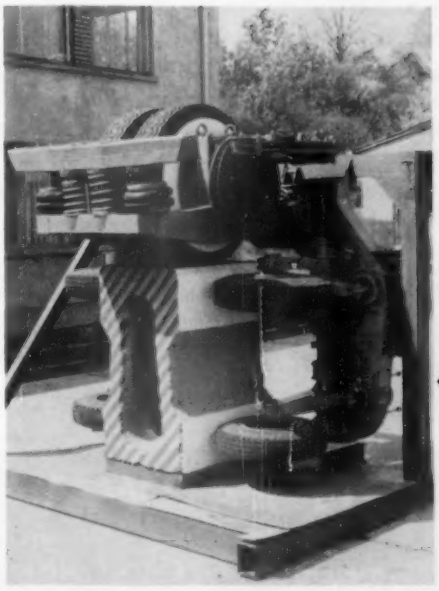
"The physical and technical limitations of monorail," as Mr. Botzow sees them, "point out the obvious fact that at the present, conventional transit is better developed than monorail.

"Should monorail be further developed," Mr. Botzow says, "then the advantages offered by single-rail systems will put monorail in a more favorable light. Again this depends on the contemplated application.

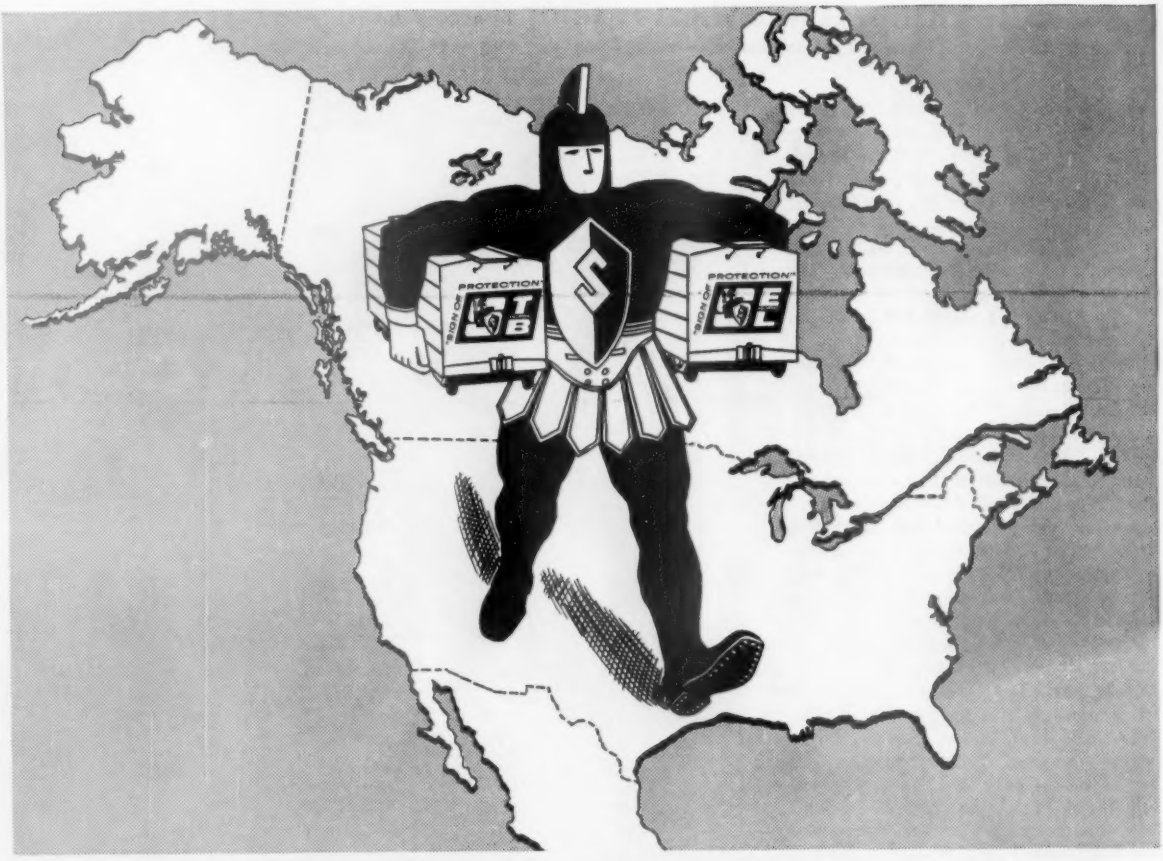
"Constructing a prototype monorail that allows testing of loaded, full-size trains operating at intended design speeds," Mr. Botzow concludes, "requires heavy initial capital investment. This is a major obstacle now facing promoters of present day monorail. There is no modern monorail line or system serving public transit needs. But, with adequate capital and development, such a line or system is feasible in the future."



SUPPORTED ALWEG-TYPE system has had extensive tests on 1.25 miles of prototype track built near Cologne, Germany, in 1957. Articulated trains of two cars operate successfully over three turns and a 15% grade. Speed is 50 mph, with 150 mph claimed.



ALWEG BOGIE uses pneumatic tires on running and guide wheels. The prefabricated concrete beam carries five steel tracks on sides and top. Beam is 55 in. high, 33 in. wide, spanning 15-ft pylons at 40-ft intervals. System includes switches.



BETTER SHIPPING COAST TO COAST...

through your SPARTON MAN Cooperation

Whether you are shipping North—South—East or West, there is a Sparton man as close as your telephone to counsel—to advise—to assist in the proper use of your Sparton equipped railroad freight car.

And, your Sparton car—whether it be a STB (Sparton Tri-Belt) or an SEL (Sparton Easy-Loader)—is the safest way to ship. These cars deliver more salable merchandise; make for greater shipper satisfaction; keep more merchants happy.

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Let your "Sparton Man" show you how you can get your greatest return on your next Sparton car—STB or SEL equipped.

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DIVISION SPARTON CORPORATION • 17333 HEALY AVE. • DETROIT 12, MICH.

Specialists in the prevention of damage to goods in transit

WHO'S TO PAY FOR DIRTY CARS? (*Continued from page 13*)

alty, it should be separate and distinct from routine demurrage. A dirty car, they say in effect, is just as dirty when it is released promptly, before demurrage begins, as it is after demurrage has begun to apply.

'Might Encourage Shippers'

D. L. Koerber, executive secretary of the Coal Traffic Bureau, Pittsburgh, goes a step farther. Inclusion in demurrage schedules of a dirty car penalty, he suggests, "might even encourage shippers who would otherwise clean their cars to release them in a dirty condition to avoid commencement of demurrage . . . The net result would be fewer cars subject to demurrage, but just as many dirty ones for carriers to clean. Although it would have a tendency to get cars to cleaning tracks sooner than might otherwise be the case, it would not reduce the number of car-days spent there."

Mr. Baranski, again, makes the interesting point that penalties—if applied at all—should be applied not only against dirty cars but for cars which have been "misused, i.e., which have broken floors, forklift holes in sides, disjoined doors, paint chips, split boards due to dunnage nails, etc."

Any penalty, other shippers point out, would be effective only if it is fairly severe—"not just a token charge of $2 or $3 per day," says A. F. R. Cook, general traffic manager, Ludlow Mfg. & Sales Co., Needham Heights, Mass. R. F. Porter, purchasing agent and traffic manager of the Barreled Sunlight Paint Co., Providence, R. I., thinks it would "have to be greater than the actual cost of the cleaning process to get results." (It might, he adds, "not be advisable now, in view of truck competition.")

J. W. Dobmeier, traffic manager, Buffalo Forge Co., Buffalo, N.Y., suggests that a separate tariff "might charge at least $50 to $100 to clean out dirty cars." He doubts, however, if a penalty even of that magnitude would completely stop release of dirty cars, "as some consignees would have to spend that much to have their own men do it," but it "would somewhat compensate the carriers."

E. L. Ross, traffic manager, Armstrong Paint & Varnish Works, Chicago, is another who thinks any charge should be "in an amount that would result in an economy to the offenders to clean the cars instead of leaving them dirty and littered."

Penalties, a couple of men suggest, should work in both directions. A dirty car charge, says C. H. Pease, traffic manager, Yates American Machine Co., Beloit, Wis., "should reduce the number of days spent on cleaning tracks. But a shipper should have some plan to charge back a rail line for placing dirty cars for loading."

S. L. Parker, traffic manager, Pacific Lumber Co., Scotia, Calif., takes the same position. Carriers, he says, "should be subject to counter penalties if they fail properly to clean a car on which 'penalty demurrage' has been assessed." Moreover, he adds, such "penalty demurrage" should not be used as a "revenue-boosting device."

More Effective Than a Penalty

Fred Ainsworth, TM, Husky Oil & Refining, Ltd., Calgary, Alta., takes a somewhat different tack with his suggestion that "an incentive to clean cars would be more effective than a penalty for not cleaning them."

(*Continued on page 43*)

Where 'Work Rules' Become 'No Work' Rules

As stated in Railway Age's January Traffic Poll, "industrial traffic managers can render a genuine service to railroads, railroad employees and shippers, by publicizing instances in which working rules operate against the long-range welfare of all three groups." A number of such cases, reported by shippers, were summarized in Railway Age, Jan. 25, p. 27. Still other cases, also reported by shippers, are summarized below.

"Our local switching crew cannot go into . . . yard, six miles away, but must wait until the yard crew brings a car to the yard limits. In the other direction, our local switch crew is not allowed beyond . . . Another crew must take car to . . . to have it weighed. Both restrictions cause delays in service."

"Between some lines in the . . . switching district, service is delayed because a switch engine making a delivery to another line is not allowed to pick up a return switch, but must go back empty. The other line has to bring over its switch and also return empty."

"We had three cars of vegetables originating at . . . for completion at . . ., and ordered to arrive on a certain day. When the cars took five days from origin to point of completion, we discovered they had been held in the origin yard. In reply to our complaint, the railroad advised crews had booked off for holidays, and no one was left to handle trains. Trains are supposed to move on time. This fall-down in service was most awkward for us."

"Failure of line-haul crews to switch interior towns."

"Recently when on strike we were seriously handicapped by a secondary boycott which has been declared unlawful."

"One-way 'dry runs' of one railroad crew delivering cars in switching service to another railroad."

"Train crews may not stop to drop off cars if the train has made a limited number of stops before arriving at our station, and can make only one cut to pick up cars. Cars frequently have to go right through our station to . . ., six miles beyond, and then be brought back on local trains."

"Excessive delay in interchanging engines and crews in switching service, especially in cases of breakdown or emergency."

"Being a seasonal industry, we have our heaviest movement in the fall months, when particular inconvenience is caused by erratic spotting of cars for loading. We are served by two railroads, which alternate each year. This last year, we never knew when cars would be available. Crews are on an 8-hour basis, midnight to 8 a.m. Cars are supposed to be spotted prior to 7 a.m., but crews frequently leave them when their shift is up at 8, even though plant spotting may be only partially completed. This means inconvenience and additional expense to our company, as well as to the railroad in having to send down another crew to complete the work."

Railway Express lowers rates

when you combine weight

New Railway Express rates on multiple shipments can save you up to 50% or more! The rates apply to shipments of 300 lbs. and over on a wide variety of commodities . . . to shipments of 1000 lbs. and over on many other commodities. You can ship to as many consignees as you wish . . . can ship charges prepaid or collect.

Railway Express gives you service no other organization can match. Look!

- Nationwide coverage to 23,000 communities in the U. S.
- International service to and from almost anywhere in the world
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- Door-to-door delivery at no extra charge (within authorized limits)
- Special low rates on many commodities
- The kind of transportation that best suits your particular needs

We're busy as beavers putting into effect new incentive rates to solve your "small shipment problems." Next time you order or ship, specify Railway Express.

RAILWAY EXPRESS AGENCY

RAIL • AIR • SEA
HIGHWAY

WHO'S TO PAY FOR DIRTY CARS? (*Continued from page 41*)

Still other shippers think the question is somewhat academic in the sense that some progress is being made through "the good work" of Clean Car Committees of shippers advisory boards.

Such "constant education is the only real solution," according to C. E. Smith, Shelby, Ohio, traffic manager of Ohio Seamless Tube division, Copperweld Steel Co. E. E. Wyatt, consultant, Continental Grain Co., Houston, expresses much the same idea as "more intense solicitation."

Most other replies fall into one of two groups—those who would allow railroads to reject unclean cars, and those who feel the problem is one for railroads themselves to solve.

The first group is typified by the statement of W. S. Franklin, GTM, Brown-Forman Distillers Corp., Louisville: "The definition of unloading should mean that a car is not unloaded until it is properly cleaned—with that term specifically defined. So long as the car is not cleaned, it should be considered as under load."

V. M. Stechishin, manager, Manitoba Transportation Commission, Winnipeg, concurs.

"It is difficult," he says, "to associate the principle of demurrage with the condition of cars, which may be a problem for some shippers and not for others . . . [but] it would appear to be morally justifiable for railways to refuse to accept cars as 'released' after unloading unless they were released in such condition as to be acceptable for immediate reloading."

Support for the same idea comes also from Mr. Baranski; from L. F. VanKleeck, traffic manager, Brown Co., Berlin, N. H., and from a number of other respondents. One of them is R. L. Kendall, assistant traffic manager, Inland Container Corp., Indianapolis, who proposes the alternative of allowing railroads to reject dirty cars and let demurrage run until the car is cleaned —or letting the receiver pay the railroad a reasonable charge for cleaning.

The second group, like all respondents, supports the idea that it is "good practice" for consignees to clean cars—but thinks their failure to do so does not relieve the carriers. As Mr. Thornton phrases it: "It is a railroad responsibility to furnish suitable equipment. When one shipper uses it and does not leave it in condition suitable for another, this does not relieve the railroad of any obligation."

C. R. Shively, TM, Letourneau-Westinghouse Co., Peoria, Ill., goes even farther: "If railroads are unable to clean their own cars they have no business in transportation. Some [shippers] . . . just do not have the means or the money. They are doing very well to pay their freight bills, let alone going to any additional expense that belongs primarily to the carrier in any event."

E. A. Winter, Reserve, La., traffic manager, Reserve division, National Sugar Refining Co., also considers clean cars "a carrier obligation." "Truck lines," he says, "always furnish a clean van. Why can't railroads do likewise?" And he answers his own question by saying "railroads are not getting into the program as they should, because they are afraid to offend a receiver." It would be absurd," he adds, "to charge a receiver for a service the railroads have failed to perform." Even though the receiver has a "moral obligation" to clean cars, it is not (as Mr. Koerber also points out) a "legal obligation."

E. O. Wood, traffic manager, Imperial Sugar Co., Sugar Land, Tex., and Mel York, TM, E.W. Bliss Co., Salem, Ohio, think better cooperation and better understanding of the problem on the part of switch crews and other rail employees would help a lot. They both go along with the idea that carriers should refuse to accept return of dirty cars, but think the responsibility for accepting or rejecting such cars has to lie with yard and station employees.

On the other hand, F. L. Thomas, traffic manager, Wisconsin Canners Association, Madison, Wis., fears that such placement of responsibility might lead to more featherbedding.

J. C. Anderson, TM, Planters Mfg. Co., Portsmouth, Va., and J. W. Jackson, traffic commissioner, Green Bay, Wis., Association of Commerce, think the answer lies in better inspection and better grading of cars.

"One of the prime causes of the problem," says Mr. Jackson, "seems to be poor grading of cars by carriers. Coupled with the furnishing of a higher grade car than necessary, we find continuing down-grading necessary. Also guilty is the traffic man with a contaminating commodity who demands an empty regardless of grade. With proper grading, the only dirty car becomes one with 'removable debris' and this should definitely be the responsibility of the unloading party."

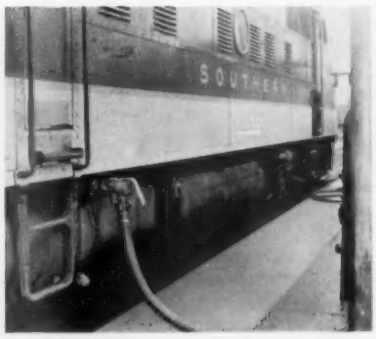
30 Cents Buys Better Shipping

Photographs—costing about 30 cents per shipment—have helped S&C Electric Co., Chicago, develop better blocking methods for its heavy open-car shipments; cut down on damage; assisted in assigning responsibility for claims that may occur. Added advantage: Prints, mailed to customers, show them before the shipment arrives what kind of special equipment they may need to unload it.

New Products Report

Tape Converter

Dykor model D104 bi-directional, fully-transistorized tape unit converts information directly from punched paper tape produced by Teletype to magnetic tape in any parallel 7-bit alphanumeric code. Paper tape data are introduced into the converter at 300 characters per second. Magnetic tape is read or prepared in a form compatible with the computer it is to feed. Data on magnetic tape produced by the computer are converted directly to their corresponding form on Teletype paper tape. Paper tape output is prepared by a high-speed perforator punching at a rate of 2,400 words per minute in standard Teletype 5-level code. Although the input and output data are in different codes they are identical in content, except for certain control characters in the output tape. Characters are inserted or deleted in part automatically and in part under control of a plugboard. Data thus inserted permit control of the remote Teletype printer without special computer programming. *Dykor Systems Div., Digitronics Corp., Dept. RA, Albertson, L. I., N. Y.*



Refueling System

Roads using the Buckeye system of automatic diesel refueling—Southern, Detroit & Toledo Shore Line, Central of Georgia, Erie, Delaware & Hudson—report less fuel waste, reduction in clean-up costs, and more efficient use of manpower. The nozzle shuts off automatically at main valve when fuel reaches end of spout. One size handles pump ratings of 100 gpm or greater per hose and operates on flows down to 85 gpm. A smaller nozzle handles pump ratings of 75 gpm per hose or less, down to 15 gpm. Shutoff is gradual; surge proof. Adapter assembly is mounted on each fueling connection on a locomotive by removing strainer and using existing screwed fittings. Two flexible brass tubes—a short shutoff tube mounted inside a larger tube—project from rear of adapter flange into fuel tank. Special coupling units permit locomotives not equipped with the adapters to be fueled manually with the automatic nozzle. Locomotives equipped with the adapters can also be fueled with a conventional nozzle. *Buckeye Iron & Brass Works, Dept. RA, Dayton, Ohio.*

Plastic Container

A new freight container, built of reinforced plastic, is now being evaluated for handling bulk cargo.

Made of epoxy-glass fiber panels bonded to a steel frame, the new container is 24 ft long, 8 ft wide and 8 ft high; weighs 2,800 lb (about one-fourth less than a comparable aluminum carrier); and can carry a 40,000-lb payload by rail, truck or ship. It is rigid, and resistant to abrasion, fatigue and chemical and salt water corrosion.

Present models can be bulk-loaded, tilted to a 60-deg angle for discharge of contents, and transferred between carriers by straddle truck or crane. For storage or ocean transport, containers can be stacked five high.

In future models, tare weight may be reduced by as much as 500 lb by use of epoxy-glass corner posts and monolithic floors in place of steel posts and floor frames. *Union Carbide Plastics Co., Division of Union Carbide Corp., Dept. RA, 420 Lexington Avenue, New York 17.*

Portable Power Tools

New Syntron electric hammers and drills are self-contained. No separate controller is required, just plug the cable into the power source. Hammer tools provide for a variety of jobs: drilling, cutting, scaling, pointing and bushing. Carbide-tipped bits are used for drilling holes in concrete, brick and stone. Standard units operate on 115 volts, 60 cycles; 230-volt or 25-cycle models can be supplied. *Syntron Co., Dept. RA, 1469 Lexington Ave., Homer City, Pa.*

Pipe Insulation

Unarco U-200 is a lightweight, rigid, urethane-foam pipe insulation for use at temperatures ranging from minus 300 deg F to plus 220 deg F. It has a density of only 2.3 lb and is not affected by most mastics and sealers normally used for cold insulation. The material is self-extinguishing and has no capillarity. It can be cut easily. *Union Asbestos & Rubber Co., Fibrous Products Div., Dept. RA, 1111 W. Perry St., Bloomington, Ill.*

EDP Files and Forms

Filing equipment for punched paper tape and punch cards feature "seeable" indexing. The Veri-Visible filing units include desk stands, cabinets, rotaries, and various types of pocket files for punch cards. Indexing forms as well as cards for every record purpose are available in continuous form with marginal hole punching for machine feeding. Punch cards can be filed horizontally or vertically. *Acme Visible Records, Inc., Dept. RA, Crozet, Va.*

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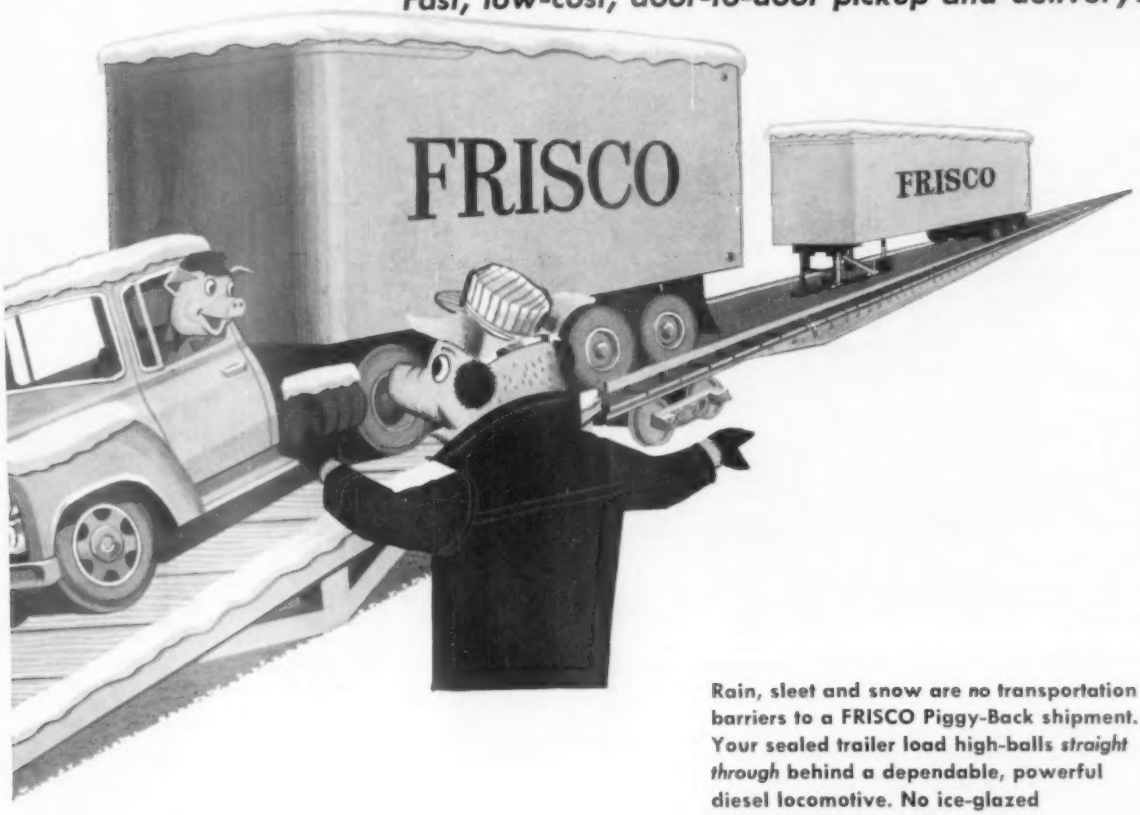
All-weather **rail** dependability—

Fast, low-cost, door-to-door pickup and delivery!



Rain, sleet and snow are *no* transportation barriers to a FRISCO Piggy-Back shipment. Your sealed trailer load high-balls *straight through* behind a dependable, powerful diesel locomotive. No ice-glazed roads to slow it down!

Your trailer is tractored directly from your plant onto a specially-equipped flatcar. Your shipment speeds quickly to destination intact . . . inside the same trailer . . . on fast, daily scheduled FRISCO trains.

At destination, delivery from flatcar is via another tractor . . . right to your customer's door.

FRISCO Piggy-Back is the economical, fast way to do business today! It often eliminates the necessity of storing large inventories of merchandise.

Next time, ship *it* fast . . . ship *it* sure . . . *Ship It Piggy-Back* on the FRISCO!

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5,000 MILES SERVING:

MISSOURI • KANSAS • ARKANSAS • OKLAHOMA • TEXAS • TENNESSEE • MISSISSIPPI • ALABAMA • FLORIDA

A. C. Novak
Milwaukee

J. T. Hayes
Milwaukee

E. M. Stevenson
NP

Truman T. Moore
REA

People in the News

CENTRAL OF GEORGIA.—**H. C. Culbreth** appointed division freight agent, Birmingham, Ala. Abolished position of assistant general freight agent there.

CHESAPEAKE & OHIO.—**William A. McClintic,** tax commissioner, appointed senior consultant—revenue research, Detroit, Mich.

CHICAGO & NORTH WESTERN.—**H. B. Buchholz** and **M. B. Lithgow** appointed managers industrial development, Milwaukee, Wis., and Chicago, respectively. **V. C. Giegold** named general industrial development agent, and **J. L. Sommer** appointed industrial development agent, both at Chicago.

CLINCHFIELD—**W. J. Beals, Jr.,** assistant auditor, Erwin, Tenn., promoted to general auditor there, succeeding **R. Y. Wallace,** who retires Feb. 29.

GULF, MOBILE & OHIO.—Effective Feb. 29 the Chicago office will be located at 140 South Dearborn Street, Room 560, Chicago 3, Ill.

JERSEY CENTRAL.—**Edgar T. Ginder,** division freight agent, Elizabeth, N.J., appointed assistant general freight agent, Philadelphia, Pa., succeeding **Fred H. Hicks,** retired. **William D. Wakeman,** general freight agent, New York, transferred to Elizabeth.

MAINE CENTRAL.—**George E. Phillips,** assistant general freight agent, Portland, Me., named assistant to freight traffic manager there, effective March 1.

MILWAUKEE.—**A. C. Novak,** special representative of assistant general managers, Miles City, Mont., appointed superintendent, Iowa division, Perry, Iowa, succeeding **J. T. Hayes,** named assistant to vice president-operation, Chicago.

J. Harold Mitcham, traveling freight and passenger agent, New Orleans, named general agent in charge of a new traffic department sales and service office to open at Birmingham, Ala. on March 1.

Roland L. Audas, traveling freight and passenger agent, St. Louis, named general agent in charge of a new traffic department sales and service office to open March 1 at Memphis, Tenn.

NORTHERN PACIFIC.—**E. M. Stevenson,** general freight agent, Seattle, Wash., named eastern freight traffic manager, New York, to succeed **G. C. Reinhardt,** who retires March 1. **A. P. Kimmel,** assistant general freight agent, Minneapolis, named to succeed Mr. Stevenson, and in turn is succeeded by **J. D. Nankivell,** assistant general freight and passenger agent, Tacoma, Wash. Mr. Nankivell's successor is **C. E. Moehring,** general agent, Everett, Wash., who in turn is replaced by **C. H. Wilson,** assistant to the general freight traffic manager, St. Paul. **P. R. Richmond,** commerce assistant, St. Paul, named to succeed Mr. Wilson. **J. R. Patterson,** general agent, freight department, New York, appointed general freight and passenger agent there. **K. F. Zimmerman,** tariff clerk, Seattle, named traffic analyst at that point.

R. F. Blakeslee, who became assistant purchasing agent at Seattle on Feb. 1, appointed purchasing agent there, succeeding **L. S. Myers,** who retires March 1.

RAILWAY EXPRESS AGENCY.—**Charles J. Lederer,** general manager of transportation, appointed to the newly created post of executive director, transportation, remaining at New York. **Gordon H. Graham,** superintendent, Northern California, Nevada-Oregon division, San Francisco, named general superintendent, transportation, Mountain-Pacific region, at that point, succeeding **Maynard M. Frank,** appointed assistant to general manager, transportation, San Francisco. **Thomas W. Maguire,** superintendent of transportation, Atlanta, Ga., appointed general superintendent, western region, Chicago, succeeding **Peter J. King,** named general manager, transportation, New York. **James C. Yarbrough** named superintendent, transportation, Southern region, Atlanta.

Truman T. Moore, general manager, Eastern Lakes divisions, Detroit, Mich., appointed vice president, Southern region, Atlanta, Ga., succeeding **Stanley F. Pitcher,** who retires Feb. 29.

OBITUARY

C. C. Coub, who retired in January as mechanical engineer for the **Lackawanna** at Scranton, Pa., died Feb. 16.

Robert F. Johnston, 60, general passenger agent, **Milwaukee,** died Feb. 16 at his home in Evanston, Ill.

J. I. Grammer, former sales engineer, Chicago and New York district offices, **Union Switch & Signal—Division of Westinghouse Air Brake Co.,** died Feb. 17.

Thomas H. Kearton, 66, retired signal engineer of **Western Railroad Supply Co.,** died Feb. 9.

Herbert L. Mausk, 69, who retired in 1957 as vice president—sales, transportation products division, **National Malleable & Steel Castings Co.** at Cleveland, Ohio, died Feb. 13 at his home in Tryon, N. C.

Supply Trade

Ralph S. Michael, Jr., has been appointed manager—industrial finishes, Paint Division, **Pittsburgh Plate Glass Co.** Mr. Michael was formerly assistant general manager—industrial finishes sales, Pittsburgh.

Stowell C. Wasson, staff vice president and director of **National Malleable & Steel Castings Co.,** Cleveland, retired.

J. R. Johnstone, marketing manager of carbon products, **National Carbon Co., Division of Union Carbide Corp.,** has been appointed administrative assistant in the office of the president, New York.

Industrial Traffic

Clinton H. Vescelius, general traffic manager, American Car & Foundry Division of ACF Industries, Inc., has been appointed director of transportation of **Olin Mathieson Chemical Corp.,** New York.

F. F. Estes, director, transportation department, **National Coal Association,** Washington, D.C., retired Feb. 7. The functions of that department will be combined with those of the economics and statistics office into a new economics and transportation department, to be headed by **Dr. Myles E. Robinson,** now head of the economics office.

The traffic operations of **Best Foods and Corn Products** have been consolidated and **A. F. Remmers** has been appointed director of transportation at Chicago. **J. J. Clement** has been named general transportation manager, Chicago. **G. E. Seitter** has been appointed assistant general transportation manager at the Battery Place offices in New York.

Robert E. Crowley, director of traffic, **Colgate Palmolive Co.,** New York, retired Feb. 29.

Harold E. Gawlik, assistant to general traffic manager, Froedtert Malt Corp., has been named manager, Transportation division, **Milwaukee Association of Commerce,** succeeding **Frederic W. Liegois,** who has joined the Milwaukee Solvay Coke Co.

Robert L. Graves, formerly employed in the traffic department, **Illinois Central,** has been appointed director of transportation, **Illinois Agricultural Association,** replacing **G. W. Baxter,** who retired Feb. 1.

Howard M. Winterson, vice president—industrial relations, **Blaw-Knox Co.,** Pittsburgh, Pa., has been advanced to the newly established position of vice president—general services. Mr. Winterson will have general supervision of activities of the purchasing and traffic departments and also will continue to direct labor relations and personnel services.

Richard A. Kucharo, has been appointed traffic manager of the **Kansas Milling Co.,** Wichita, Kan., succeeding the late **W. S. Welsh.**

Phillip T. Catalano, assistant traffic manager, has been appointed traffic manager for **Steelcase, Inc.,** Grand Rapids, Mich., succeeding **George A. Malley,** retired.

Robert L. Lighthall, staff assistant, traffic department, has been named an assistant traffic manager, **A. E. Staley Manufacturing Co.,** Decatur, Ill.

TO SERVE YOU BETTER

These new cars, scheduled for early-summer delivery, are designed to provide the most modern equipment available for efficient low-cost transportation of your bulk commodities.

This purchase represents just one of many investments in the growing, expanding Southeast which Seaboard has made in the past and will make in the future. Our plans are geared to tomorrow's as well as today's requirements of this favored area.

New equipment, plant improvement and maintenance enable Seaboard to provide shippers with the kind of service they want . . . and we know there is no substitute for efficient, personalized handling of every shipment routed S.A.L.

More Seaboard progress — Piggyback service is now available between principal points on the Seaboard and the North.

SEABOARD
AIR LINE
RAILROAD

THE ROUTE OF COURTEOUS SERVICE

REVENUES AND EXPENSES OF RAILWAYS

(Dollar figures are stated in thousands: i.e., with last three digits omitted)

MONTH OF DECEMBER AND TWELVE MONTHS OF CALENDAR YEAR 1959

Name of Road		Average mileage operated during period	Operating Revenues: Freight	Operating Revenues: Pass.	Operating Revenues: Total (inc. misc.) 1959	Operating Revenues: Total (inc. misc.) 1958	Operating Expenses: Maint. Way and Structures: Total 1959	Maint. Way and Structures: Total 1958	Maint. Way and Structures: Deprec and Ret're-ments	Maint. Equipment: Total 1959	Maint. Equipment: Total 1958	Maint. Equipment: Deprec. and Retire-ments	Traffic	Trans-portation	Total 1959	Total 1958	Operating ratio 1959	Operating ratio 1958	Net from railway operation	Railway tax accruals	Net Railway operating income 1959	Net Railway operating income 1958
Akron, Canton & Youngstown	Dec.	171	452	....	462	432	57	57	8	73	63	15	46	163	385	358	83.5	82.8	76	46	13	21
	12 mos.	171	5,717	....	5,868	5,164	697	634	69	888	775	180	544	1,817	4,496	4,190	76.6	81.1	1,372	775	366	287
Alabama, Tenn. & Northern	Dec.	214	316	....	325	314	84	50	6	114	10	6	5	100	204	158	93.7	50.1	20	Cr. 78	20	49
	12 mos.	214	3,343	....	3,431	3,169	632	595	76	365	239	67	53	1,074	2,163	1,972	63.1	62.2	1,268	206	182	315
Atchison, Topeka & Santa Fe	Dec.	12,992	44,540	3,745	55,302	57,808	7,308	7,620	1,137	10,412	10,220	2,468	1,568	19,444	41,038	41,196	74.2	71.3	14,264	7,549	6,082	7,180
	12 mos.	13,036	534,388	39,539	633,836	595,289	81,022	75,418	10,010	125,977	114,206	28,140	17,021	225,238	477,527	443,942	75.3	74.6	156,310	87,111	59,557	63,282
Atlanta & St. Andrews Bay	Dec.	81	309	....	315	324	30	32	3	31	30	8	8	76	146	165	46.3	50.7	169	77	54	58
	12 mos.	81	3,927	....	3,988	4,222	465	401	42	369	355	94	98	904	2,069	1,954	51.9	46.3	1,919	872	621	803
Atlanta & West Point	Dec.	93	227	23	332	314	32	37	8	50	55	14	19	187	262	279	78.8	88.6	71	20	35	2
	12 mos.	93	2,879	261	3,815	3,658	505	445	94	625	621	169	216	1,608	3,213	3,275	84.2	89.5	602	220	106	—96
Western of Alabama	Dec.	133	271	23	352	328	18	37	18	54	62	19	20	142	277	272	78.7	82.9	75	54	29	49
	12 mos.	133	3,456	238	4,185	3,982	587	526	117	706	671	227	241	1,651	3,441	3,294	82.2	84.4	744	513	237	268
Atlantic Coast Line	Dec.	5,260	11,288	1,263	14,072	13,490	1,388	1,506	142	2,402	2,500	647	518	5,478	10,528	10,643	74.8	78.9	3,544	2,350	666	1,133
	12 mos.	5,293	129,415	14,187	156,988	149,589	21,103	21,016	2,096	28,432	28,353	7,481	5,761	62,371	125,982	123,910	80.7	82.8	30,106	14,400	9,485	8,626
Charleston & West. Carolina	Dec.	343	472	....	485	579	65	94	6	86	91	28	18	235	420	408	86.7	70.5	64	5	87	49
	12 mos.	343	6,238	....	6,380	7,029	1,311	1,380	87	1,094	1,031	342	243	2,282	5,128	4,953	80.4	70.5	1,252	800	502	791
Baltimore & Ohio	Dec.	5,911	30,266	1,435	35,072	30,852	3,672	3,180	254	7,207	6,469	1,087	947	15,145	28,836	26,820	82.2	86.9	6,236	1,331	3,016	1,173
	12 mos.	5,917	349,365	14,536	395,179	382,540	43,546	39,405	5,653	73,431	68,190	13,315	11,467	169,390	321,012	308,847	81.2	80.7	74,167	23,677	28,051	28,589
Staten Island Rap. Trans.	Dec.	29	185	94	289	313	77	61	12	56	37	2	2	165	333	305	115.5	97.3	—45	48	—115	—63
	12 mos.	29	2,251	1,023	3,357	3,417	699	672	151	492	441	21	26	1,891	3,504	3,431	104.4	100.4	—148	588	—1,002	—847
Bangor & Aroostook	Dec.	602	1,139	22	1,216	1,247	242	181	22	261	311	110	30	341	958	963	78.8	77.3	258	260	81	243
	12 mos.	602	12,384	278	13,191	14,194	3,110	3,277	248	3,274	3,420	1,345	389	4,067	11,845	12,242	89.8	86.3	1,346	1,268	1,434	2,562
Bessemer & Lake Erie	Dec.	203	2,073	....	2,179	2,104	398	1,014	71	584	497	154	47	534	1,927	1,971	88.4	93.7	252	504	326	328
	12 mos.	203	19,206	....	20,409	19,454	3,684	3,738	782	7,564	5,976	1,654	466	5,212	18,811	17,103	92.2	87.9	1,599	3,550	2,935	2,379
Boston & Maine	Dec.	1,557	4,778	564	5,754	7,011	917	902	192	951	952	251	167	2,852	5,360	5,396	93.1	77.0	395	390	—502	489
	12 mos.	1,567	58,601	7,120	72,117	77,435	9,125	10,748	1,847	10,362	10 581	3,209	1,815	32,474	58,324	63,524	80.9	82.8	13,793	5,865	1,646	1,914
C. P. R. in Maine	Dec.	234	763	33	825	990	74	102	20	114	121	17	22	213	450	451	54.5	76.4	376	31	258	42
	12 mos.	234	8,047	541	8,931	7,459	1,432	1,447	243	1,273	1,141	209	183	2,252	5,438	5,186	60.9	69.5	3,493	409	2,200	1,057
Carolina & Northwestern	Dec.	284	369	....	374	301	10	37	7	28	33	21	6	83	148	163	39.5	54.1	227	90	68	84
	12 mos.	285	3,577	....	3,649	3,226	514	555	82	370	359	253	65	925	2,114	2,063	57.9	63.9	1,535	326	583	490
Central of Georgia	Dec.	1,745	3,306	115	3,719	3,703	389	482	39	749	675	194	176	1,511	3,009	3,027	80.9	81.7	710	275	379	436
	12 mos.	1,750	40,226	1,413	44,156	42,588	6,470	6,698	524	8,598	7,865	2,283	2,186	17,530	37,002	36,465	83.8	85.7	7,154	3,216	3,988	4,023
Central of New Jersey	Dec.	596	3,529	459	4,443	4,730	862	459	499	730	882	169	76	2,240	4,170	4,440	93.8	93.9	273	198	—271	—373
	12 mos.	597	42,686	5,720	52,525	54,179	6,220	6,263	1,548	9,161	9,322	2,014	903	25,051	44,713	45,901	85.0	84.7	7,911	4,648	3 443	332
Central Vermont	Dec.	375	829	45	946	995	175	169	36	94	114	9	23	359	693	757	73.2	76.1	253	58	109	87
	12 mos.	375	9,077	586	10,580	10,761	2,577	3,012	289	1,279	1,267	113	239	4,225	8,797	9,386	83.1	87.2	1,783	664	—311	—908
Chesapeake & Ohio	Dec.	5,122	27,709	625	29,918	30,854	3,915	3,165	515	5,406	5,314	1,882	831	11,002	23,102	23,155	77.2	75.0	6,816	2,445	4,385	5,885
	12 mos.	5,122	322,724	6,044	347,594	355,742	40,345	37,995	5,903	60,957	59,207	22,491	9,983	127,375	259,066	285,014	74.5	71.7	88,528	37,933	54,940	63,440
Chicago & Eastern Illinois	Dec.	862	2,432	213	3,058	3,046	383	421	30	592	511	179	127	1,108	2,388	2,556	76.6	77.3	650	246	301	296
	12 mos.	862	30,905	2,033	36,360	35,588	4,287	4,512	360	6,238	5,896	2,010	1,737	14,176	28,521	28,338	78.4	79.6	7,840	2,734	2,513	2,149
Chicago & Illinois Midland	Dec.	121	669	....	685	560	49	108	7	113	110	23	31	127	377	406	55.0	72.5	308	184	128	105
	12 mos.	121	7,272	....	7,465	6,143	501	532	94	1,218	1,239	277	363	1,741	4,377	4,288	58.6	69.8	3,088	1,755	1,247	761
Chicago & North Western	Dec.	9,280	13,261	1,600	16,252	17,567	2,972	2,675	259	2,623	2,545	960	578	7,400	14,547	15,108	89.5	86.0	1,705	1,118	—223	69
	12 mos.	9,284	176,765	18,398	213,350	215,127	34,805	32,321	4,316	36,213	34,425	11,973	6,660	92,178	182 887	178,234	85.7	82.9	30,463	15,779	3,124	8,861
Chicago, Burl. & Quincy	Dec.	8,671	17,585	2,061	22,615	23,594	2,801	2,816	492	3,620	4,541	1,071	560	8,980	17,032	18,554	75.3	78.6	5,583	2,901	2,207	2,054
	12 mos.	8,683	215,330	20,747	263,073	258,028	36,162	33,528	4,852	48,757	45,882	12,641	7,566	104,916	209,875	200,264	79.8	77.6	53,198	27,339	19,442	23,673
Chicago Great Western	Dec.	1,469	2,570	11	2,842	2,727	411	403	42	400	342	115	130	961	2,019	1,871	71.0	68.6	823	299	268	320
	12 mos.	1,469	31,640	102	34,160	34,828	4,963	5,481	522	4,997	5,029	1,547	1,508	11,569	24,986	24,146	70.5	69.3	10,074	3,639	3,550	4,228
Chic., Milw., St. P. & Pac.	Dec.	10,599	15,886	1,464	19,773	20,406	2,594	2,988	645	3,191	3,343	880	538	8,259	15,812	16,553	80.0	81.1	3,961	1,579	1,628	1,818
	12 mos.	10,594	201,536	15,282	242,042	244,263	37,430	38,339	5,195	41,863	41,942	9,665	6,749	97,850	198,852	199,412	82.2	81.6	43,190	19,415	13,651	16,871
Chicago, R. Is. & Pacific	Dec.	7,524	13,670	1,693	17,538	17,959	2,027	2,221	269	3,001	2,949	642	514	7,493	13,939	14,103	79.5	78.5	3,600	665	1,778	1,269
	12 mos.	7,535	181,756	16,827	219,454	207,884	28,433	26,506	3,183	38,188	35,495	7,614	6,621	87,793	172,774	162,197	78.7	78.0	46,680	18,990	11,844	13,189
Clinchfield	Dec.	293	1,758	....	1,766	2,004	180	234	24	320	392	107	68	449	1,988	1,209	61.6	60.4	678	Cr. 516	1,364	745
	12 mos.	293	20,937	5	21,955	21,250	2,571	2,760	268	3,865	3,942	1,281	784	5,273	13,301	13,420	63.2	63.2	7,754	1,720	7,771	7,325
Colorado & Southern	Dec.	712	1,194	75	1,485	1,486	147	158	18	225	328	79	34	588	1,070	1,260	72.0	84.9	416	186	286	62
	12 mos.	714	13,202	813	15,893	16,030	2,793	2,118	289	2,816	2,555	909	434	6,574	13,507	12,594	85.0	78.6	2,386	1,363	784	1,380
Ft. Worth & Denver	Dec.	1,362	1,874	173	2,333	2,339	245	481	36	280	289	46	69	964	1,688	2,085	72.3	89.1	646	156	175	58
	12 mos.	1,362	22,115	1,769	26,708	26,452	4,024	3,959	368	3,535	3,341	553	911	10,571	20,567	19,897	77.0	75.2	6,142	1,885	1,105	1,685
Colorado & Wyoming	Dec.	39	279	....	467	290	19	—22	2	31	32	12	2	153	226	140	48.4	48.3	241	142	96	62
	12 mos.	39	2,902	....	3,571	3,413	214	178	25	386	385	149	23	1,164	1,983	2,041	58.8	59.8	1,388	840	477	496
Delaware & Hudson	Dec.	764	3,701	132	4,002	3,959	484	485	79	798	791	218	106	1,512	3,147	3,062	78.6	77.3	855	282	661	447
	12 mos.	764	42,792	1,549	46,181	46,453	5,863	5,320	759	8,535	7,994	2,435	1,256	17,137	35,374	35,561	76.6	76.6	10,808	4,972	6,361	4,621
Delaware, Lack. & Western	Dec.	941	4,460	853	6,207	6,205	510	720	155	984	976	344	204	3,201	5,283	5,423	85.1	87.4	925	761	—2	94
	12 mos.	926	53,905	9,009	71,876	76,279	6,429	8,724	1,855	12,230	12,948	4,157	2,358	37,386	62,936	68,377	87.6	89.6	8,941	8,228	—673	—1,473
Denver & Rio Grande Western	Dec.	2,128	6,035	200	8,476	6,480	548	464	96	979	326	223	1,945	4,082	3,981	4,082	61.5	63.0	2,495	1,452	1,144	1,242
	12 mos.	2,130	69,840	2,996	75,397	76,936	8,535	8,293	1,215	11,299	11,297	3,869	2,817	24,249	50,550	50,171	67.0	65.2	24,847	13,916	11,196	13,266
Detroit & Toledo Shore Line	Dec.	50	633	....	690	782	70	97	4	68	87	24	22	246	430	535	62.3	68.5	260	67	70	66
	12 mos.	50	7,124	....	7,706	6,939	733	756	46	958	881	287	249	2,785	4,936	4,721	64.1	68.0	2,770	1,003	585	384
Detroit, Toledo & Ironton	Dec.	465	2,069	....	2,151	2,086	235	201	37	459	406	152	57	526	1,382	1,307	64.3	62.6	769	142	516	639
	12 mos.	465	20,566	....	21,628	18,042	2,931	2,391	369	4,962	4,281	1,755	673	5,962	13,594	13,885	72.6	77.0	5,934	1,461	4,217	2,963
Duluth, Miss. & Iron Range	Dec.	575	2,529	....	3,040	4,477	477	669	72	741	628	203	14	1,866	3,457	1,489	113.7	312.3	—417	Cr. 284	—71	—451
	12 mos.	558	27,427	12	32,396	36,201	5,677	5,723	887	6,987	7,516	2,370	154	13,560	29,578	27,977	91.3	77.3	2,819	2,522	152	2,620
Duluth, So. Shore & Atlantic	Dec.	544	409	3	443	433	102	103	10	108	92	26	34	209	479	460	108.1	106.2	—36	302	—341	—51
	12 mos.	544	6,401	28	6,856	6,527	1,353	1,257	123	1,312	1,203	313	409	2,479	5,865	5,623	85.6	86.2	991	695	110	435

REVENUES AND EXPENSES OF RAILWAYS

(Dollar figures are stated in thousands; i.e., with last three digits omitted)

MONTH OF DECEMBER AND TWELVE MONTHS OF CALENDAR YEAR 1959

Name of Road		Average mileage operated during period	Operating Revenues: Freight	Pass.	Total (inc. misc.) 1959	1958	Operating Expenses: Maint. Way and Structures: Total 1959	Total 1958	Deprec and Ret re-ments	Maint. Equipment: Total 1959	Total 1958	Deprec. and Retire-ments	Traffic	Trans-portation	Total 1959	Total 1958	Operating ratio 1959	ratio 1958	Net from railway operation	Railway tax accruals	Net Railway operating income 1959	1958
Duluth, Winnipeg & Pacific	Dec.	175	477	1	486	467	70	63	4	40	51	1	7	192	325	349	66.8	74.7	161	45	116	—8
	12 mos.	175	5,804	10	5,883	6,094	1,317	993	76	686	695	15	90	2,195	4,420	4,695	75.1	67.1	1,463	522	28	503
Elgin, Joliet & Eastern	Dec.	205	4,047	....	4,289	4,363	380	247	15	658	613	125	54	1,891	3,397	2,488	64.2	57.0	1,592	794	653	636
	12 mos.	205	33,572	....	44,222	43,585	3,402	3,145	328	7,844	10,360	1,303	544	17,746	33,572	33,692	75.9	77.4	10,650	5,707	2,390	2,548
Erie	Dec.	2,239	11,648	655	13,646	13,739	1,310	1,267	253	2,232	2,214	566	388	6,623	11,228	11,273	82.3	82.1	2,418	1,175	920	830
	12 mos.	2,215	134,331	6,613	154,256	152,746	17,172	16,594	2,772	25,966	23,833	6,603	4,401	74,651	131,115	127,623	85.0	83.6	23,141	14,092	415	2,673
Florida East Coast	Dec.	572	2,175	372	2,922	3,309	432	529	49	653	417	117	91	1,189	2,509	2,485	85.9	75.1	413	242	—33	359
	12 mos.	572	25,213	4,439	32,804	34,555	4,889	5,064	588	6,656	6,404	1,411	1,068	13,032	27,702	27,808	84.4	80.5	5,102	2,599	—142	1,563
Georgia Railroad	Dec.	321	511	23	658	698	55	82	10	120	122	35	41	308	593	699	90.1	87.3	66	43	46	64
	12 mos.	321	6,638	193	7,952	7,904	1,115	1,037	101	1,472	1,327	413	484	3,729	7,253	6,873	91.2	87.0	699	494	406	848
Georgia & Florida	Dec.	321	287	....	363	269	58	74	4	37	86	16	22	84	226	271	86.1	101.0	36	20	3	—38
	12 mos.	321	3,314	....	3,391	3,294	844	835	64	477	459	102	273	1,077	2,927	2,780	86.3	84.4	465	221	—29	65
Grand Trunk Western	Dec.	951	3,914	215	4,538	5,171	685	570	144	853	1,039	114	109	2,381	4,274	4,551	94.2	88.0	264	391	697	49
	12 mos.	951	48,685	2,625	56,441	52,760	8,253	8,371	889	10,891	10,313	1,328	1,155	28,494	51,803	50,118	91.8	95.0	4,638	4,750	—6,825	—7,771
Great Northern	Dec.	8,288	17,965	967	20,946	19,932	3,228	3,092	339	3,811	3,410	672	473	7,691	16,150	15,525	77.1	77.9	4,796	1,070	3,721	2,005
	12 mos.	8,292	226,519	10,032	254,560	251,672	40,218	38,748	4,072	47,549	45,226	10,324	6,704	90,413	197,109	190,855	77.4	75.8	57,451	29,862	24,210	25,823
Green Bay & Western	Dec.	219	352	....	364	374	36	24	5	84	46	9	27	116	288	244	79.0	65.3	76	34	6	32
	12 mos.	219	4,337	....	4,664	4,876	731	799	86	582	578	108	337	1,469	3,434	3,414	73.6	74.6	1,230	594	254	299
Gulf, Mobile & Ohio	Dec.	2,752	6,195	279	6,987	6,729	687	934	79	1,368	1,114	292	293	2,315	5,018	5,001	71.8	74.3	1,968	914	531	911
	12 mos.	2,752	73,835	2,777	82,122	80,100	10,849	11,306	962	16,285	15,562	3,593	3,620	27,795	62,753	63,050	76.4	78.7	19,369	8,854	5,543	5,685
Illinois Central	Dec.	6,500	18,688	2,155	23,701	23,743	3,013	3,142	1,149	3,701	2,808	756	657	9,000	17,580	16,761	74.2	70.6	6,121	3,675	1,597	3,600
	12 mos.	6,464	221,706	22,347	271,652	264,940	38,333	36,605	5,600	49,287	45,937	9,977	7,678	104,232	212,989	207,096	78.4	78.2	58,663	31,569	18,789	23,296
Illinois Terminal	Dec.	335	742	....	830	853	108	83	8	126	128	31	47	335	683	691	82.3	81.1	147	35	16	77
	12 mos.	334	9,524	....	10,603	11,822	1,267	1,327	43	2,121	1,798	368	575	4,207	8,862	8,759	83.6	74.1	1,741	426	34	1,314
Kansas City Southern	Dec.	891	3,179	88	3,669	3,674	139	201	69	586	519	112	100	1,228	2,113	2,242	57.6	61.0	1,556	569	729	677
	12 mos.	891	40,172	887	48,371	42,564	3,277	3,159	619	6,285	5,638	1,314	1,183	14,004	26,303	25,015	58.0	58.8	19,068	7,903	8,052	7,704
Kansas, Oklahoma & Gulf	Dec.	327	466	....	472	516	30	75	7	38	49	12	42	94	242	308	51.3	59.6	229	86	93	80
	12 mos.	327	5,423	....	5,447	5,253	664	778	98	426	357	143	422	1,134	2,992	2,974	54.9	56.6	2,456	1,045	888	887
Lake Superior & Ishpeming	Dec.	160	265	....	340	88	61	94	12	69	202	55	3	126	281	419	82.7	60.3	59	116	43	—236
	12 mos.	160	3,204	....	3,913	4,189	905	716	137	747	913	279	27	1,185	3,102	3,012	79.3	71.9	811	604	380	539
Lehigh & Hudson River	Dec.	96	241	....	243	251	28	29	6	34	39	8	14	115	210	208	86.2	82.8	33	Cr.3	—4	—6
	12 mos.	96	3,269	....	3,276	3,233	340	403	34	352	444	100	185	1,340	2,427	2,510	74.1	77.6	849	344	86	—8
Lehigh & New England	Dec.	177	462	....	467	511	38	61	7	197	139	44	19	197	511	499	109.5	97.7	—44	231	—159	213
	12 mos.	177	5,969	....	6,034	6,717	708	804	85	2,057	1,618	576	226	2,509	6,101	5,917	101.1	88.1	—68	618	799	1,895
Lehigh Valley	Dec.	1,127	43,383	176	4,749	4,988	384	540	97	746	745	137	141	2,488	4,993	4,587	84.1	93.6	757	478	75	—270
	12 mos.	1,128	49,599	1,780	54,426	57,787	6,212	7,255	1,183	9,112	10,257	1,896	1,675	28,778	48,498	52,632	89.1	91.1	5,928	5,548	—1,488	—3,361
Long Island	Dec.	344	1,034	4,652	5,976	5,671	687	859	144	1,236	1,198	169	36	2,883	5,098	5,121	85.3	90.3	878	440	274	5
	12 mos.	344	12,526	54,332	69,377	67,979	9,554	9,586	1,321	13,342	13,086	2,026	516	34,911	60,925	59,501	87.8	87.5	8,452	4,774	1,113	1,813
Louisiana & Arkansas	Dec.	746	2,039	46	2,277	1,985	155	144	22	278	306	98	81	701	1,301	1,352	57.2	62.6	975	581	274	246
	12 mos.	746	23,751	496	25,657	24,161	2,231	2,156	248	3,632	3,437	1,180	963	8,140	15,929	15,577	62.1	64.5	2,728	5,059	3,385	3,160
Louisville & Nashville	Dec.	5,696	18,032	931	20,896	21,431	2,113	2,765	352	4,194	4,289	1,130	514	7,906	15,686	17,023	75.1	79.4	5,210	3,374	2,311	1,753
	12 mos.	5,697	203,499	8,499	229,713	227,941	29,825	32,459	3,817	46,227	47,108	13,497	5,971	90,095	182,930	188,828	79.6	82.8	46,783	33,864	19,046	18,821
Maine Central	Dec.	936	1,853	37	2,055	2,071	310	236	32	398	355	84	36	688	1,588	1,554	77.3	75.1	467	21	414	289
	12 mos.	940	22,341	618	24,568	24,996	4,433	4,381	350	4,493	4,445	1,005	382	9,207	19,989	20,240	81.4	81.0	4,579	2,132	1,993	1,965
Minneapolis & St. Louis	Dec.	1,391	1,117	....	1,173	1,637	252	288	28	289	317	101	118	612	1,410	1,486	120.3	90.8	—238	Cr.135	—193	297
	12 mos.	1,391	20,280	10	20,973	22,339	3,324	3,436	360	3,718	3,626	1,177	1,435	7,648	17,863	17,590	85.2	78.7	3,110	1,750	1,239	2,141
Minn., Northfield & Southern	Dec.	77	294	....	315	387	21	18	2	33	44	13	40	84	208	245	66.2	63.3	106	66	28	55
	12 mos.	77	4,098	....	4,312	4,607	287	276	29	479	469	153	400	1,121	2,710	2,581	62.9	56.0	1,602	999	565	782
Minn., St. P. & S. Ste. Marie	Dec.	3,222	2,818	47	3,060	3,104	586	490	64	601	625	143	119	1,407	2,935	2,876	95.9	92.7	125	103	—1	196
	12 mos.	3,222	39,210	714	42,282	42,971	8,657	7,626	647	8,059	7,623	1,762	1,356	16,976	37,858	35,690	88.8	83.1	4,725	2,155	1,618	3,300
Missouri Illinois	Dec.	172	492	....	496	487	40	34	4	94	76	40	14	129	290	306	58.6	75.2	205	143	119	64
	12 mos.	172	5,635	....	5,694	4,929	526	741	57	1,044	1,006	463	163	1,551	3,443	3,509	60.5	71.2	2,251	1,629	1,247	850
M-K-T Lines	Dec.	2,918	3,801	114	4,395	5,196	450	295	610	1,210	1,376	262	175	1,466	3,507	3,968	79.8	76.3	888	307	79	302
	12 mos.	2,918	52,402	936	58,385	61,158	6,221	6,104	1,647	12,381	12,242	3,138	2,188	20,500	43,907	45,774	75.2	74.8	14,478	4,084	3,782	4,438
Missouri Pacific	Dec.	9,413	21,331	1,166	25,495	25,610	3,214	3,385	492	4,513	4,241	1,083	758	9,781	19,333	18,876	75.8	73.7	6,162	1,156	3,629	3,645
	12 mos.	9,456	262,185	11,106	303,399	291,800	41,318	42,321	4,297	52,353	49,329	13,049	8,330	116,933	231,035	223,588	76.1	76.6	72,363	23,531	33,198	34,228
Monon	Dec.	541	1,595	35	1,749	1,745	216	228	20	312	299	77	113	730	1,483	1,527	84.8	87.5	266	125	97	79
	12 mos.	541	18,439	410	20,239	20,045	2,917	2,883	253	3,651	3,412	921	1,229	8,133	17,169	16,969	84.8	84.7	3,069	1,232	1,102	1,093
Monongahela	Dec.	177	470	....	473	387	64	58	30	56	56	10	1	140	284	290	60.1	75.1	189	22	97	16
	12 mos.	177	5,210	....	5,241	4,660	813	783	169	657	652	131	11	1,958	3,649	3,743	69.6	75.5	1,592	211	726	—202
New York Central	Dec.	10,361	45,154	7,071	62,551	63,242	5,658	5,190	1,173	11,312	10,230	3,023	1,164	29,189	50,341	51,957	80.5	82.2	12,210	4,430	5,589	4,114
	12 mos.	10,409	517,039	69,710	689,192	658,985	71,517	69,468	13,104	131,412	115,730	29,565	12,724	325,073	576,870	561,157	83.7	85.2	112,323	67,586	24,914	11,824
Pitts. & Lake Erie	Dec.	221	3,262	38	3,434	2,795	389	388	90	878	556	335	71	1,215	2,697	2,699	78.5	96.6	737	566	1,451	1,187
	12 mos.	221	28,665	401	30,594	31,242	4,346	4,773	809	10,114	10,594	3,885	778	12,305	29,950	31,757	97.9	101.6	644	4,924	8,473	7,891
New York, Chic. & St. L.	Dec.	2,170	13,230	140	13,925	12,436	1,273	1,325	171	1,937	2,049	474	397	4,882	8,964	8,798	64.4	70.7	4,961	2,081	2,221	1,780
	12 mos.	2,172	142,836	1,593	150,408	141,233	16,145	15,534	1,949	24,235	22,813	5,594	4,289	56,431	106,888	103,942	71.1	73.0	43,250	20,180	18,953	15,448
New York, N. H. & Hartford	Dec.	1,762	6,416	3,999	12,475	13,652	1,634	1,530	259	2,101	1,848	509	257	6,396	11,349	11,100	91.0	81.3	1,127	790	—1,069	352
	12 mos.	1,762	77,803	45,441	144,335	149,551	18,064	17,891	3,450	21,698	22,811	5,682	2,932	71,062	124,969	125,435	86.6	83.9	19,366	11,738	—9,215	—3,856
New York Connecting	Dec.	21	308	....	354	363	66	82	25	13	13	....	....	83	167	153	47.0	42.2	188	88	66	82
	12 mos.	21	3,509	....	3,898	4,362	871	1,259	364	159	183	....	....	1,029	2,195	2,524	84.0	87.9	1,793	1,059	436	512
New York, Sus. & Western	Dec.	100	336	13	368	373	29	42	6	65	62	11	9	191	333	379	90.3	101.4	36	34	49	80
	12 mos.	104	3,683	200	4,068	4,234	465	475	76	644	654	127	105	2,070	3,665	3,789	90.1	89.5	403	394	—486	—416

(Continued on next page)

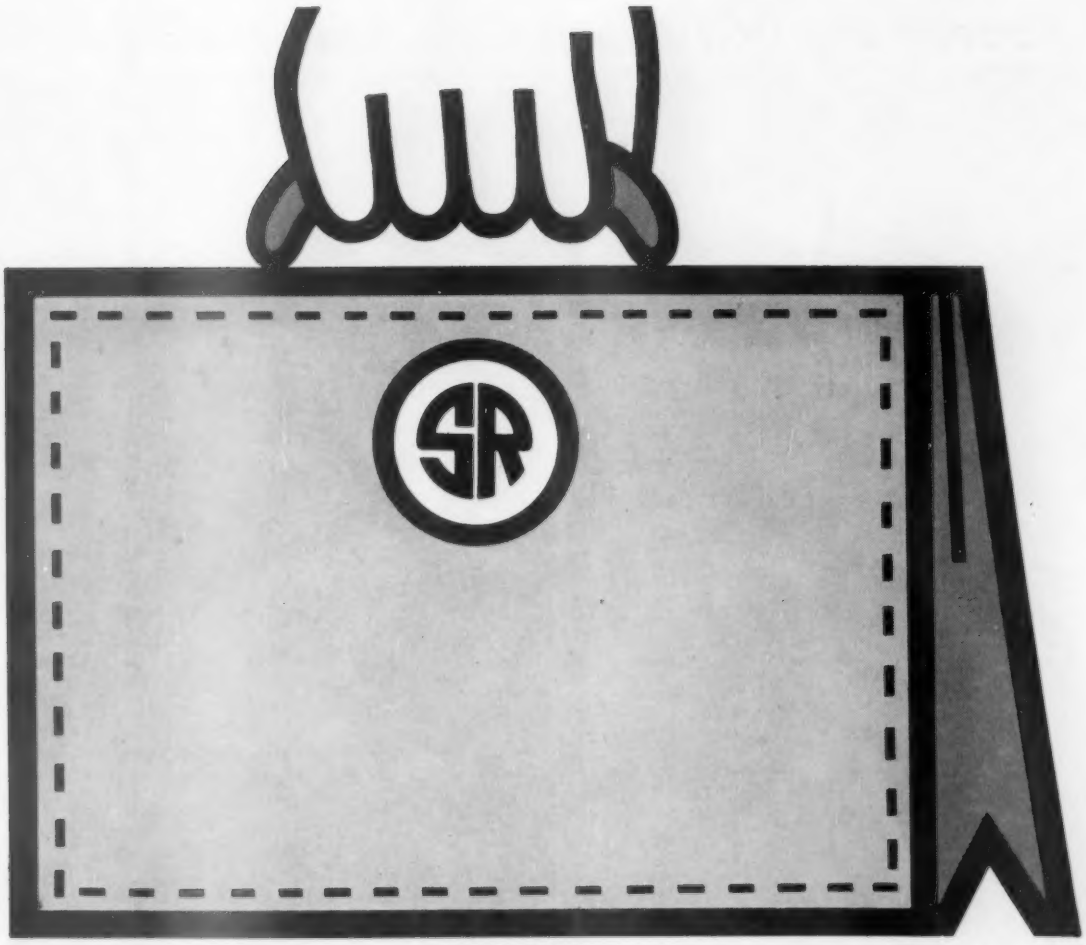
a RAILWAY AGE Service Page

REVENUES AND EXPENSES OF RAILWAYS

(Dollar figures are stated in thousands; i.e., with last three digits omitted)

MONTH OF DECEMBER AND TWELVE MONTHS OF CALENDAR YEAR 1959

Name of Road		Average mileage operated during period	Operating Revenues: Freight	Pass.	Total (inc. misc.) 1959	1958	Operating Expenses: Maint. Way and Structures: Total 1959	Total 1958	Deprec. and Retirements	Maint. Equipment: Total 1959	Total 1958	Deprec. and Retirements	Traffic	Transportation	Total 1959	Total 1958	Operating ratio 1959	Operating ratio 1958	Net from railway operation	Railway tax accruals	Net Railway operating income 1959	Net Railway operating income 1958
Norfolk & Western	Dec.	2,745	20,470	276	21,816	20,907	2,894	1,750	460	3,258	2,720	1,426	423	5,851	13,463	11,485	61.7	54.9	8,353	3,553	6,590	7,040
	12 mos.	2,746	232,996	2,559	246,953	253,701	27,734	29,597	5,200	41,585	44,170	16,932	5,076	64,944	150,990	158,939	61.1	62.6	95,963	47,892	66,164	57,826
Norfolk Southern	Dec.	592	798	.....	811	805	211	280	59	132	40	40	51	260	723	698	89.1	86.6	88	112	58	102
	12 mos.	592	9,712	.....	9,875	9,324	2,288	2,375	217	1,595	1,398	433	610	3,177	8,455	8,102	85.6	86.9	1,420	678	434	268
Northern Pacific	Dec.	6,834	12,361	671	14,324	14,590	1,893	1,939	366	2,359	2,747	751	1,444	5,796	11,446	12,612	79.9	86.4	2,878	2,365	812	2,271
	12 mos.	6,830	164,101	6,140	183,609	179,108	27,553	23,998	4,721	31,701	33,099	9,125	5,002	71,116	146,426	143,066	79.7	79.9	37,183	25,492	14,569	18,225
Northwestern Pacific	Dec.	328	968	1	976	1,017	250	230	43	98	107	3	8	301	685	673	70.2	66.2	291	99	28	138
	12 mos.	328	13,786	7	13,899	12,152	2,599	2,919	299	992	988	30	97	4,031	8,022	8,196	57.7	67.4	5,877	2,317	1,272	713
Pacific Electric	Dec.	355	963	.....	1,120	1,168	213	187	24	54	57	7	21	263	663	891	59.2	76.3	457	168	135	32
	12 mos.	360	12,100	.....	13,836	12,841	2,258	2,032	289	652	642	46	251	6,495	10,894	10,316	78.7	80.3	2,941	1,667	374	235
Pennsylvania	Dec.	9,895	56,075	9,337	76,831	70,895	8,084	6,743	1,658	13,609	12,636	2,791	1,034	35,143	61,613	58,728	80.2	82.8	15,218	6,153	3,144	771
	12 mos.	9,918	672,760	103,953	887,684	844,232	86,969	89,107	17,704	175,628	162,931	35,101	14,133	402,806	727,473	715,186	82.0	84.7	160,211	68,810	29,835	11,738
Penn-Reading S. S. Lines	Dec.	338	606	50	682	612	185	35	23	152	166	26	7	485	870	775	127.6	126.8	188	85	432	378
	12 mos.	345	6,762	1,121	8,131	8,147	2,522	2,238	755	1,592	1,519	310	101	5,848	10,693	10,324	131.5	126.7	2,561	886	5,372	4,872
Piedmont & Northern	Dec.	126	465	.....	476	476	42	55	5	38	34	10	36	99	269	235	56.4	49.3	208	105	43	75
	12 mos.	126	5,609	.....	5,731	5,203	528	595	58	426	351	114	379	1,091	2,899	2,671	50.6	51.3	2,832	1,447	775	787
Pittsburgh & West Virginia	Dec.	132	818	.....	830	811	111	144	25	166	219	45	70	240	646	758	77.8	148.5	184	72	87	135
	12 mos.	132	7,891	.....	7,977	7,859	1,793	1,640	297	1,882	1,868	544	867	2,572	7,829	7,806	98.0	99.3	157	79	289	294
Reading	Dec.	1,303	8,473	574	9,750	9,048	1,089	941	228	1,940	1,692	488	181	4,470	8,151	7,713	83.6	85.3	1,599	512	709	777
	12 mos.	1,303	93,130	6,056	107,001	106,363	13,374	13,664	2,367	20,832	19,220	5,735	2,280	48,148	90,201	89,276	84.3	83.9	16,800	5,158	7,682	9,256
Richmond, Fred. & Potomac	Dec.	118	1,236	433	2,160	2,184	160	156	40	325	285	67	27	719	1,391	1,410	64.4	64.6	769	489	305	246
	12 mos.	118	14,944	4,809	23,860	24,139	1,819	1,931	291	3,537	3,357	796	343	8,410	15,981	16,121	66.6	66.7	7,958	4,693	2,397	2,651
Rutland	Dec.	391	358	.....	387	410	58	78	9	62	56	18	28	170	353	349	91.2	85.1	34	24	4	36
	12 mos.	391	4,290	.....	4,612	4,636	900	885	103	715	681	214	349	1,905	4,207	4,145	91.2	89.4	405	358	4	110
St. Louis-San Francisco	Dec.	4,558	9,330	220	10,485	9,993	1,110	1,500	206	1,868	1,664	607	341	3,885	7,828	8,140	74.7	81.5	2,657	1,440	952	568
	12 mos.	4,566	109,628	2,607	121,266	114,113	18,001	16,385	2,313	20,653	19,427	7,279	4,261	47,530	97,446	92,942	80.4	81.4	23,820	9,649	11,629	11,733
St. Louis-S. F. & Texas	Dec.	143	378	3	402	400	33	35	6	25	26	1	22	141	234	255	58.3	63.7	168	Cr.806	606	273
	12 mos.	143	4,815	34	5,123	4,510	331	498	52	324	292	15	274	1,811	2,883	3,007	56.4	66.7	2,240	350	1,190	588
St. Louis Southwest. Lines	Dec.	1,554	5,240	1	5,319	5,736	667	713	140	740	544	203	199	1,875	3,675	3,583	69.1	62.5	1,644	752	624	568
	12 mos.	1,556	64,241	62	65,369	60,769	7,054	8,218	1,089	8,330	7,901	2,308	2,253	21,740	41,752	40,601	63.9	66.8	23,617	10,739	10,062	8,961
Savannah & Atlanta	Dec.	144	327	.....	341	322	54	54	2	59	62	19	16	118	261	252	76.5	78.1	80	29	39	81
	12 mos.	144	3,908	.....	4,087	3,863	616	699	121	764	697	231	199	1,392	3,121	2,961	76.4	76.7	966	413	467	581
Seaboard Air Line	Dec.	4,147	11,924	1,173	14,710	13,948	1,761	1,696	366	2,276	2,447	497	292	5,342	10,574	10,716	71.9	76.8	4,136	1,991	1,700	2,014
	12 mos.	4,147	135,586	12,829	161,441	154,790	20,397	21,712	2,673	29,406	30,571	8,263	5,524	58,551	122,226	123,103	75.7	79.5	39,215	17,601	19,078	18,466
Southern Railway	Dec.	6,267	21,977	920	25,065	23,796	1,362	2,841	614	3,706	4,212	966	512	7,516	14,480	16,223	57.8	68.2	10,585	5,583	4,107	4,176
	12 mos.	6,269	240,576	10,479	271,881	256,334	32,255	37,119	4,448	44,966	44,339	11,436	5,918	85,661	183,915	186,087	67.6	72.6	87,966	40,773	39,692	37,476
Alabama Great Southern	Dec.	328	1,289	42	1,535	1,449	259	187	51	409	297	82	42	528	1,358	1,141	88.4	78.7	177	10	84	278
	12 mos.	328	14,346	515	16,619	15,795	2,822	2,935	453	3,851	3,618	983	487	5,891	14,353	13,999	86.4	88.6	2,265	1,058	727	992
Cinn., N. O. & Tex. Pac.	Dec.	337	2,894	86	3,281	3,398	193	401	142	931	859	220	85	957	2,385	2,441	72.7	71.8	895	378	665	1,337
	12 mos.	337	35,963	973	39,518	36,460	6,603	7,071	1,033	8,641	8,343	2,468	981	10,579	29,211	29,136	73.9	79.9	10,307	4,716	7,185	6,308
Georgia Southern & Florida	Dec.	397	370	33	530	1,029	14	36	17	69	89	10	24	264	411	500	77.5	48.6	119	Cr.26	54	203
	12 mos.	397	8,394	379	9,774	9,810	1,286	1,560	151	1,016	969	126	276	3,220	6,544	6,781	66.9	69.1	3,230	684	544	233
New Orleans and Northeastern	Dec.	203	813	31	934	789	24	176	65	191	197	86	29	269	598	731	64.0	92.6	336	140	248	105
	12 mos.	203	10,034	379	11,532	11,332	2,230	2,290	380	2,376	2,371	1,016	327	3,107	8,988	8,796	79.4	77.6	2,354	1,636	1,243	1,403
Southern Pacific	Dec.	8,066	38,788	2,682	44,605	44,017	7,264	6,484	1,471	10,001	11,462	2,542	934	17,710	38,386	38,937	86.1	88.5	6,220	3,649	2,179	1,336
	12 mos.	8,068	490,530	27,015	550,081	513,346	66,360	64,611	7,384	122,157	115,917	29,798	9,663	208,849	433,055	417,614	78.7	81.4	117,016	59,805	46,118	43,521
Texas & New Orleans	Dec.	4,093	19,502	320	11,568	11,729	2,225	2,062	615	2,101	1,910	205	243	4,451	9,683	9,130	83.7	77.8	1,885	507	291	546
	12 mos.	4,151	129,178	3,521	140,235	135,468	23,957	22,435	3,389	20,780	19,524	2,393	3,033	51,748	106,881	101,872	76.2	75.2	33,354	13,147	7,043	7,404
Spokane International	Dec.	150	245	.....	254	216	54	24	3	36	7	16	5	72	177	107	69.7	49.4	77	56	8	36
	12 mos.	150	3,382	.....	3,501	3,670	610	575	39	327	353	127	62	892	2,017	2,114	57.6	57.6	1,483	708	484	672
Spokane, Portland & Seattle	Dec.	936	2,781	111	3,144	2,702	535	446	55	467	485	128	37	1,313	2,473	2,243	78.7	83.0	671	229	255	111
	12 mos.	936	31,320	1,017	34,647	32,392	5,464	5,230	704	5,617	5,545	1,541	419	12,806	25,756	24,820	74.3	76.6	8,891	2,866	4,872	3,677
Tennessee Central	Dec.	284	358	.....	384	372	50	51	5	52	53	21	15	132	269	272	70.1	73.1	115	28	34	41
	12 mos.	284	4,003	4	4,206	4,090	535	512	63	616	601	258	199	1,469	3,102	3,043	73.8	74.4	1,104	291	311	301
Texas & Pacific	Dec.	1,828	5,357	400	6,626	7,004	625	771	121	1,019	1,145	281	225	2,624	4,888	5,287	73.8	75.5	1,739	740	658	763
	12 mos.	1,830	62,943	3,935	74,509	73,249	9,727	9,746	1,242	12,710	12,779	3,305	2,531	30,769	60,177	58,566	80.8	80.0	14,333	5,651	4,198	4,765
Texas Mexican	Dec.	161	228	.....	262	243	48	42	5	33	32	11	12	91	209	194	79.8	79.5	53	25	1	5
	12 mos.	161	3,230	.....	3,588	3,654	712	698	69	398	411	137	148	1,076	2,625	2,539	73.2	69.5	963	417	133	246
Toledo, Peoria & Western	Dec.	239	383	.....	606	564	51	53	7	64	48	13	54	182	394	389	65.1	58.9	212	88	46	23
	12 mos.	239	7,496	1	7,770	7,378	897	903	82	634	629	155	611	2,075	4,734	4,534	60.9	61.4	3,036	1,309	884	863
Union Pacific	Dec.	9,742	37,138	2,525	44,093	44,619	4,361	3,693	537	7,306	8,448	2,333	1,139	14,900	31,029	32,936	70.4	73.8	13,064	8,827	2,605	2,821
	12 mos.	9,747	449,037	27,930	515,767	505,215	60,397	61,778	6,719	94,529	93,244	26,730	14,698	180,662	378,742	371,258	73.4	73.5	137,026	76,806	36,957	43,461
Wabash	Dec.	2,392	7,743	485	9,415	9,703	1,067	940	384	1,286	1,481	466	346	4,502	7,704	8,081	81.8	83.3	1,711	762	184	389
	12 mos.	2,392	102,168	5,177	119,625	112,439	14,103	12,866	2,057	16,892	17,345	5,426	4,168	55,596	96,258	92,262	80.5	82.1	23,367	8,112	5,786	5,762
Ann Arbor	Dec.	294	680	1	684	718	60	65	5	151	109	45	29	344	607	562	88.8	78.2	76	36	19	133
Western Maryland	12 mos.	294	8,549	26	8,749	8,749	1,029	949	86	1,926	1,768	512	410	4,330	7,987	7,610	91.3	87.0	762	660	169	457
	Dec.	843	4,470	.....	4,624	3,798	641	440	115	853	853	294	121	1,457	3,318	2,922	71.8	76.9	1,306	419	1,224	809
Western Pacific	12 mos.	844	43,055	.....	44,891	45,407	6,664	6,067	659	9,622	9,240	3,258	1,467	15,219	35,542	34,317	79.2	75.6	9,349	5,011	8,458	9,574
	Dec.	1,188	3,605	122	3,831	4,484	526	584	106	725	629	222	327	1,604	3,562	3,389	93.0	75.6	269	Cr.7	159	575
Wisconsin Central	12 mos.	1,188	49,246	2,249	52,904	52,090	6,655	6,773	1,003	8,339	7,915	2,624	2,995	19,419	41,218	39,101	77.9	75.1	11,696	4,723	5,958	7,366
	Dec.	1,031	2,412	23	2,700	2,521	294	180	36	395	477	110	116	1,115	2,273	2,073	84.0	82.3	433	218	52	109
	12 mos.	1,031	30,022	290	32,387	32,049	4,379	3,825	522	5,162	5,244	1,309	1,239	14,265	26,828	25,799	82.8	80.5	5,559	2,386	859	2,226



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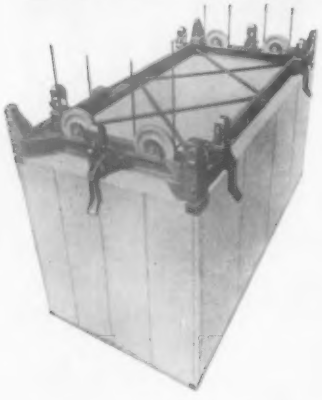

For its new "Seatainer Service" between New York and Venezuela, the Grace Line elected to convert two of its C2-S-AJ1 dry cargo vessels to C3-S-45a containerships—using the National Speedloader System which makes possible fully automatic cargo container handling.

The *S.S. Santa Eliana* has been delivered to the Grace Line. The second vessel, the *S.S. Santa Leonor* is nearing completion at Maryland Shipbuilding & Drydock Company's Baltimore yard. Each ship will carry 382 containers in its hold and an additional 94 containers on deck.

National's Speedloader System for handling these containers is the first complete handling system to be offered to all carriers—ship, rail, truck and barge. Remember, with the National Speedloader System terminal time can be greatly reduced; with containerization, crating and packaging costs are lowered, damage to merchandise in transit is reduced, theft and pilferage eliminated. A card or call will bring full details.

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Shippers' Guide

Canadian National

. . . Improves N. S. LCL Service

LCL service into the New Glasgow-Stellarton area of Nova Scotia has been improved and expedited. Under the new plan, LCL shipments consigned to both points are unloaded at Stellarton for truck delivery to both cities, eliminating delay occasioned by former rail handling to New Glasgow.

Illinois Central

. . . Speeds Freight

For the second time within a year, the IC has shortened schedule of Train SM-2 from Shreveport, La., to Meridian, Miss., by 1 hr, 5 min, to improve reliability of connections at Meridian. SM-2 now leaves Shreveport 10 a.m. daily; arrives Meridian 9:30 p.m.

New York Central

. . . New Freight Train

Has established a new freight train, "The So'Westerner," from St. Louis to New York, with connections to New England. The train leaves St. Louis 6:30 p.m.; arrives New York 7 a.m., for second-morning delivery.

Santa Fe

. . . New Highway Rights

Santa Fe Trail Transportation Co. (Santa Fe highway subsidiary) has purchased Hub Motor Lines, Amarillo, Tex,. a Texas intrastate certificate operation between Amarillo and Bovina via U.S. Highway 60, serving all intermediate points. Under it, SFTT is handling motor carrier intrastate traffic, and providing auxiliary and supplemental service for the parent railroad on its intrastate traffic.

Under MC 30605, Sub 110, SFTT has acquired full truck authority in Texas between Lubbock and Morton via Texas Highway 116; between Whiteface and Bledsoe via Highway 125; and between Lehman and Muleshoe via Highway 214. The application covered unrestricted interstate motor rights over routes where prior intrastate authority was acquired through purchase of Lang Transit Co. Interstate operations include complete auxiliary and supplemental service for Panhandle & Santa Fe Railway on both inter- and intrastate traffic.

Toledo, Peoria & Western

. . . Rate Committee Booklets

The 1960 isue of the TP&W's Rate Committee booklet will be distributed to shippers on or about March 10.

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Plan V Piggyback Draws Fire

► **The Story at a Glance: Plan V piggyback—involving joint rail-truck rates and routes—came under fire on two fronts last week.**

● **The Long Island protested a Lackawanna Plan V tariff which it said constituted an "invasion" of its freight territory.**

● **The Regular Common Carrier Conference of the American Trucking Associations, after hearing Plan V described as a "virus" that "keeps on . . . multiplying," took the matter under study. It appeared likely that the truckers, before approving Plan V, would demand safeguards against "invasions" of new territory.**

In New York's Nassau and Suffolk Counties (on Long Island), Plan V piggyback rates went into effect last fall as a joint rate between the Lackawanna and All Freight Transportation Co., a trucking firm with operating rights for general commodities to and from various points in New Jersey to and from various points in New York, including Nassau, Suffolk and Westchester counties. The Long Island protested the Plan V tariff, at the time it was filed, and LIRR President T. M. Goodfellow last week told an ICC examiner why: "Piggyback," he declared, "must be used to supplement and add to existing transportation, not destroy it."

He made it clear that the Long Island has no objection to the piggyback system in itself. He said the rail-truck set-up can be "a valuable adjunct to our economy if it is used to develop areas with little or no transportation facilities." But, he added, it would be "definitely detrimental to the interests of a sound transportation system and contrary to the National Transportation Policy" if Plan V were used "to produce damaging competition in a restricted geographical area."

The LIRR action in protesting Plan V rates that it considers an "invasion" of its territory is an expression of a point of view that has frequently been discussed in railroad circles—that joint rail-truck rates will inevitably break down the present competition for traffic on a well-defined territorial basis.

The Lackawanna takes a different point of view. "The area is expanding," said a DL&W spokesman last week. "It needs more transportation than is now available." Denying any intention of invading LIRR territory, he said the Plan V service would not hurt the other road. "There's enough business for us all."

But Mr. Goodfellow, pointing out that the LIRR now offers "a complete freight service," questioned the need for additional service. If Long Island territory is opened to competition from adjacent trunk lines, he predicted that the road's "share of desirable freight traffic would be sharply reduced . . .

(Continued on page 56)

Railroading After Hours with Jim Lyne

ERIE INDIANS—On the basis of evidence submitted by the Erie's George C. Frank, it looks as though the Erie may head the list of Indian-manned railroads. There are some 35 Senecas working in train service and in the maintenance of way department at Salamanca. Just west of Salamanca is a town called Redhouse where many of them live—and they have real fiction-type Indian names (says GCF) such as Redeye, Halftown, Snow and Shengo.

There are other Indians, of the Miami nation, on the Marion division, but they are hard to count, because most of them have English or Welsh names. One of them, an Erie conductor, is chief of his tribe. His name is John Owens.

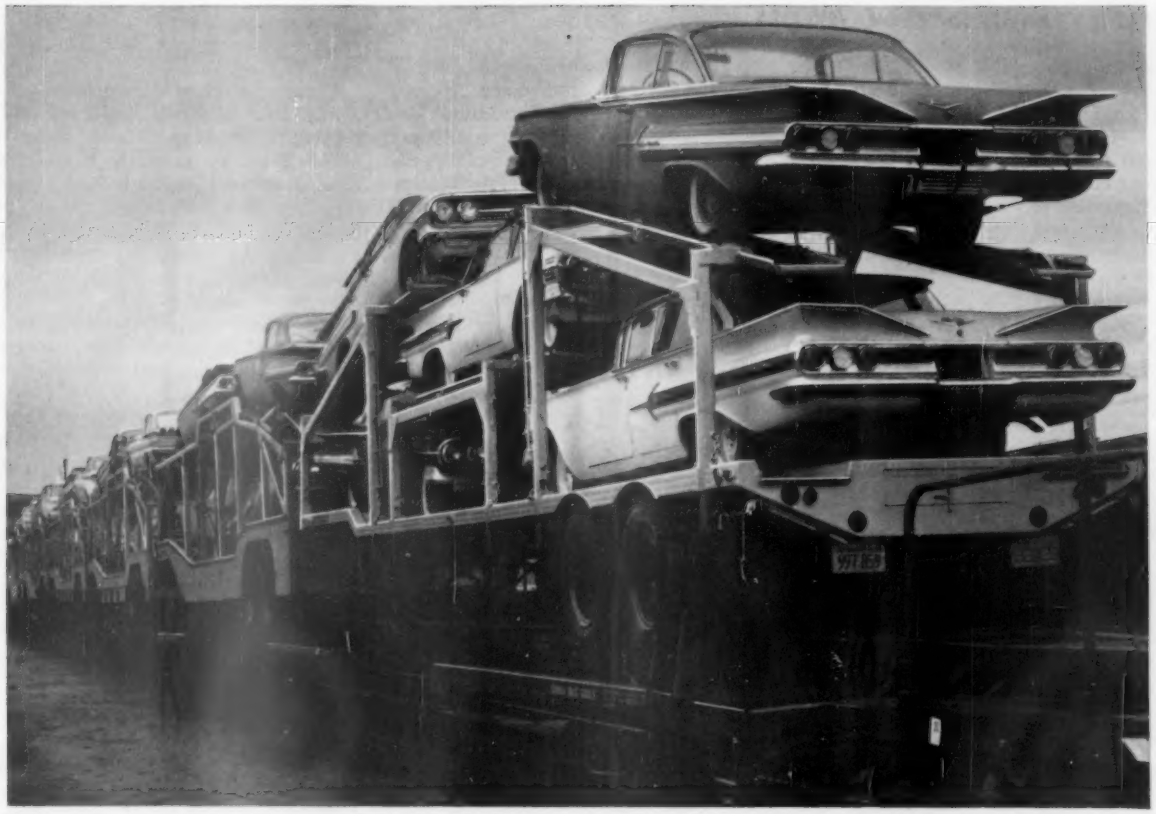
When the Erie celebrated its centennial in 1951, the Senecas at Salamanca made (then) President Paul Johnston a chief. They called him "Atenonis," said to mean "railroad builder." The chief who bestowed the honors had the prosaic name of A. A. Jones.

PIGGYBACK PIONEERING—Charley Skog, who formerly headed the Grand Trunk and is living in retirement now in Minneapolis, wrote me the other day to support my recent remarks in this corner about the dedication to his work of Roob Allie, late public relations operator for the Michigan railroads.

Charley went on to tell me something which, if I ever knew it, I'd forgotten—viz., that the Grand Trunk Western installed piggyback service between Detroit and Chicago around 1933-34, the charge (as he recalls it) being $38 for a loaded trailer (26,000 lb., 24 ft, maximum); and the empty return charge was $16. The service was not a success, Charley says, because of low wages in the over-the-road trucking business in those days. You could get a driver to make the Detroit-Chicago round-trip for $7-$10.

TIRED OF REDUCING—A friend of mine who is in the railroad rate-making business had an unusually busy morning recently—with callers who were energetic in pressing for rate reductions. Just before going to lunch, he wrote with wet soap on the glass in the door to his office: "No more reductions today." He didn't say, though, that the gimmick was particularly successful. If it were, the soap end of railway purchases might take a sudden jump.

PRAISE INDEED—I always get a lift from seeing a railroad public relations effort hit the target hard enough to arouse the admiration of other railroad men, not connected with the railroad in question. I had seen and admired the recent C&NW "Annual Report to Commuters"—Hays Heimbaugh, researcher for the Central Territory Railroads, Chicago, not only sent me a copy of the report but also a clipping from the local paper at Wheaton. It commented favorably on the North Western's efforts to take care of its suburbanites and admonished commuters not to "scream and holler" at the road's project to seek a modest fare increase.



1960 SERVICE FOR 1960 MODELS

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Now 1960 automobiles are moving from Western assembly plants double-decked on auto transport trailers, in turn riding on S.P.'s extra-long Piggyback cars. Piggyback on Piggyback! One rail car carries two trailers, each with four or five standard-size autos or six of the new compact models—as many as twelve automobiles on one railroad car!

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PLAN V PIGGYBACK DRAWS FIRE *(Continued from page 54)*

conceivably siphoned off almost entirely," with serious effects on the Long Island's financial status.

"It could," he added, "undermine our freight business to the point where our commuters would have to pick up the bill." (As a New York state redevelopment corporation with special financial considerations, the Long Island has been showing a profit on commuters.)

Meanwhile, the Regular Common Carrier Conference of the American Trucking Associations appears to have its own reservations about Plan V piggyback. The conference appears likely to clear the joint rail-truck idea —provided such arrangements do not involve extensions of services beyond those authorized by present certificates. That there should be safeguards against such "invasions" of new territory has been a basic conference position.

The subject came up for discussion at a recent meeting of the conference's board of governors in Miami Beach. D. P. Kipp, president of Kramer Bros. Trucking Co. of Detroit, led the discussion on piggyback and specifically Plan V.

Comparing Plan V piggyback to a "virus" that "keeps on going and multiplying," Mr. Kipp pointed out that under Plan V, railroads have been moving automobiles from St. Louis to Dallas under a joint rate that does not require the motor carrier at the receiving end to hold operating rights in St. Louis, as would be true if the automobiles moved under Plan I.

"It doesn't take any Scotland Yard man to see the obvious threat to the general commodity carrier implicit in this type of operation," he said.

As it now stands, the Regular Common Carrier Conference of ATA is formally opposed to all forms of piggybacking except Plans I and V. Plan I, which involves use of rail services by common-carrier trucker, is approved by the conference with a reservation. Plan V is "under study."

The opposed Plans II, III and IV generally involve services offered to shippers (including forwarders) in piggyback equipment owned by the railroad or supplied by the shippers.

The conference policy on piggyback, adopted at the Miami Beach meeting, also calls for reopening by the ICC of the New Haven case. That's the case wherein the Commission's 1954 report upheld railroad positions on several important questions raised by piggyback operations (RA, Aug. 16, 1954, p. 7). The petition for reconsideration, filed with the Commission last week, is a general ATA petition, in which several truckers joined.

The petition asks the Commission to reverse these findings:

1. That movement of trailers on flat cars is a railroad service under Part I of the Interstate Commerce Act, and requires no proof of public convenience and necessity under Part II of the act.

2. That the terminal exemption for pickup and delivery incidental to rail operations, contained in Section 202(c)(1) of the act includes terminal operations in connection with piggyback service.

3. That motor carriers may not ship their trailers under open railroad tariffs published for the public.

The conference's reservation with respect to Plan I relates to the so-called circuity question, i.e., to situations where the piggyback service would provide a participating trucker with a shorter route than that covered by his highway certificate.

If such a trucker could not get alternate-route authority over highways generally paralleling the rail route, then the conference thinks he shouldn't be permitted to piggyback.

The railroad that helps send rockets to outer space

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MARKET OUTLOOK *at a glance*

Carloadings

Carloadings for the week ended Feb. 20 were not available when this issue of Railway Age went to press.

Loadings of revenue freight for the week ended Feb. 13 totaled 580,103 cars; the summary, compiled by the Car Service Division, AAR, follows:

REVENUE FREIGHT CAR LOADINGS
For the week ended Saturday, Feb. 13

District	1960	1959	1958
Eastern	93,048	87,604	82,292
Allegheny	111,558	101,608	91,697
Pocahontas	50,900	50,839	46,596
Southern	111,432	111,803	106,515
Northwestern	61,238	60,514	58,915
Central Western	105,019	109,242	102,090
Southwestern	46,908	45,578	45,081
Total Western Districts	213,165	215,334	206,086
Total All Roads	580,103	567,188	533,186
Commodities:			
Grain and grain products	46,292	52,323	48,706
Livestock	3,699	4,092	4,323
Coal	107,008	113,309	112,302
Coke	11,680	9,049	7,212
Forest Products	40,082	36,135	35,001
Ore	21,918	15,114	14,533
Merchandise l.c.l	38,448	42,627	45,487
Miscellaneous	310,976	294,539	265,622
Feb. 13	580,103	567,188	533,186
Feb. 6	587,933	565,752	532,396
Jan. 30	601,900	582,456	550,532
Jan. 23	587,339	555,750	551,088
Jan. 16	605,757	586,342	572,886
Cumulative total, 6 weeks	3,554,547	3,408,154	3,309,895

PIGGYBACK CARLOADINGS.—U. S. piggyback loadings for the week ended Feb. 13 totaled 10,211 cars, compared with 6,818 for the corresponding 1959 week. Loadings for 1960 up to Feb. 13 totaled 59,151 cars, compared with 40,019 for the corresponding period of 1959.

IN CANADA.—Carloadings for the seven-day period ended Feb. 14 totaled 66,198 cars, as compared with 67,031 cars for the previous seven-day period, according to the Dominion Bureau of Statistics.

Totals for Canada	Revenue Cars Loaded	Total Cars Rec'd from Connections
Feb. 14, 1960	66,198	30,567
Feb. 14, 1959	65,642	28,074
Cumulative Totals		
Feb. 14, 1960	401,814	186,135
Feb. 14, 1959	412,222	169,102

New Equipment

FREIGHT-TRAIN CARS

► *Union Tank Car.*—Placed orders with Whiting, Ind., company shops for 67 class 111-A tank cars. The order includes 26 20,000-gal. cars; five 12,000-gal. cars; 35 10,000-gal. cars and one 8,000-gal. car.

FREIGHT-TRAIN CARS—SPECIAL

► *Repair Ratio 1.4% Lower Than Last Year.*—Class I roads on Jan. 1 owned 1,677,965 freight cars, 47,758 less than a year ago, according to AAR report summarized below. Repair ratio was 1.4% lower than Jan. 1959.

	Jan. 1, 1960	Jan. 1, 1959	Change
Car Ownership	1,677,965	1,725,723	—47,758
Waiting repairs	121,363	148,015	—26,652
Repair ratio	7.2%	8.6%	—1.4%

Maintenance Expenditures

► *Up 1.4% in December.*—Expenditures by Class I roads for maintenance of equipment, way and structures in December 1959 were up about $3.8 million, compared to the same month in 1958, according to report of ICC Bureau of Transport Economics summarized below:

	Dec. 1959	Dec. 1958	% Change
Maintenance of Way and Structures	$100,367,813	$ 98,673,786	+1.7
Maintenance of Equipment	149,759,324	147,630,638	+1.4
Totals	250,127,137	246,304,424	+1.4

New Facilities

► *Canadian National (Western Region)*—Major projects scheduled for 1960 completion include construction of foundation and general works, combined freight car and passenger coach shop at Transcona, Man., at a cost of $953,356 (RA, Jan. 18, p. 108); 8.4-mile line revision, Viking subdivision, $277,840; and construction of repeater station, Dawson Creek, B. C., $84,888.

► *Delaware & Hudson.*—Will install CTC on 27 miles of main line in Pennsylvania—between Wilkes-Barre and South Scranton and between Scranton and Carbondale—at a cost of $635,000. D&H previously announced plans to install CTC between Afton and Schenectady, N. Y., at a cost of $1,463,000 (RA, Dec. 21/28, 1959, p. 63). When both projects are completed, 66% of the D&H's main line road miles will be under CTC control.

► *Pennsylvania.*—Is investing $1,000,000 in new "one spot" car repair facilities at its Conway yard near Pittsburgh. One new car shop (at the west end of the yard) went into continuous operation last week. Construction will start soon on a second shop, at the east end. The new facilities are expected to increase the capacity of Conway's repair facilities by more than 25%.

► *Western Pacific.*—Authorized roadway and equipment modernization budget totaling $3,675,000 for 1960. Tentative budgets have also been set up calling for expenditure of $1,654,000 for industrial development and $4,125,000 for new equipment acquisitions.

a RAILWAY AGE time-saver page

CITL Moves Toward Expansion

► **The Story at a Glance: The Canadian Industrial Traffic League plans to make its annual meetings "the focal point of traffic and transportation activity in Canada."**

As a move in that direction, its 1961 meeting will be extended from two to three days. The additional time will, it is expected, be used to permit greater participation by carrier representatives in discussions like the one which, at the League's 1960 meeting, produced a call for "more aggressively constructive action by common carriers" in meeting private competition.

As a foretaste of what next year's extended meeting may produce, the final half-day of the Canadian Industrial Traffic League's 1960 session (Feb. 16-17, at Toronto) was devoted to a forum discussion on "Impact of Private Transportation on For-Hire Carriers."

Growth of private carriage, said Harry Henson, traffic manager, British American Oil Co., Toronto, is due to "three basic reasons—necessity for specialized equipment or technical knowledge; cost, and service."

His fellow panelists agreed.

But T. C. Mikkelson, traffic vice president, Canadian Freightways, Calgary, pointed out that private carrier cost is often an unknown factor, and one not always properly figured.

And George Johnston, general freight traffic manager, Canadian National, Montreal, added that "two features about private trucking confound the common carrier and might even be called an abuse of the common carrier. One is the tendency to operate shipper-owned trucks on runs where traffic moves in both directions and give to the common carrier that which moves to areas lacking a return movement. The other is to throw week-end and seasonal peak traffic to common carriers, thus holding the shipper-owned fleet to a level permitting almost constant utilization."

It was Mr. Johnston, also, who said "little headway will be made against such private transport until the common carrier is more aggressive in a constructive way, more flexible and more willing to accept that the needs of shippers are not identical." But he agreed with Mr Mikkelson that "the potential private carrier should do a little more shopping before committing himself to the capital investment and the administrative problems that go with a privately-operated truck fleet."

In other actions during their 44th annual meeting, CITL members:

- Authorized directors, and a special "coordinating committee," to finalize, "without fundamental changes," the League's presentation to Canada's current Royal Commission on Transportation.
- Heard that Canadian railroads are giving serious consideration to early inauguration of Plan III piggyback service (transportation of private truck-trailers on railway flat cars).
- Adopted a resolution asking that League members, as shippers, be considered for appointment to provincial transport regulatory boards or commissions.
- Authorized intensified efforts to build up League membership in Canada's four Maritime provinces—New Brunswick, Nova Scotia, Prince Edward Island and Newfoundland.
- Learned that 625 applications have been received for the first membership examinations, to be conducted this year, by the new League-sponsored Canadian Institute of Traffic and Transportation.
- Voted to oppose amendment or cancellation of railway competitive rates on less than 30 days' notice.
- Agreed to cooperate with carriers in reducing freight loss and damage.
- Took a neutral position concerning subsidization of import traffic through the Maritime Freight Rates Act. "The benefit of subsidy" granted under this act, the League holds, "was not meant to accrue to persons and industry of other countries, but was intended solely for the benefit of the Maritime provinces. Import traffic does not qualify as domestic traffic and is not entitled to preferred rates. However, the practice of clearing import shipments at Maritime ports and classifying these goods as domestic traffic has contributed substantially to the benefit of Maritime ports. The League suggests that deep consideration be given to the economic consequences which might flow from any change."

League members attending a pre-meeting dinner of the Transportation Club of Toronto heard W. E. Williams, president, Procter & Gamble Co. of Canada, call for more "advertising" of the "challenges offered by the traffic profession," and for a broader educational base for men entering the field.

"You don't need Jules Verne's imagination," he said in part, "to guess what fantastic changes in transportation will come in the future. Your successors must be trained to think that what's new today will be old tomorrow. They must be willing to accept change. Flexibility to accept new conditions, to utilize new advancements, must be built into them.

"The struggle between East and West is shifting from the political to the economic level. Members of the transportation fraternity are in position to make a real contribution to the vitally important task of winning this struggle."

League officers, reelected for 1960, are: President—H. J. Ringrose, general traffic manager, Hiram Walker & Sons, Walkerville, Ont.; first vice president—Fred Ainsworth, traffic manager, Husky Oil & Refining, Ltd., Calgary; second vice president—L. T. Smith, traffic manager, Kraft Foods, Ltd., Montreal; treasurer—A. A. Landry, traffic manager, General Mills, Toronto; and general secretary—R. Eric Gracey, Toronto.

Mr. Smith has been appointed chairman of a committee to develop and administer the "seminars, panel discussions, case study or workshop groups or open forums" which are expected to feature the shipper-carrier half of the 1961 meeting.

H. J. Ringrose

Fred Ainsworth

Current Publications

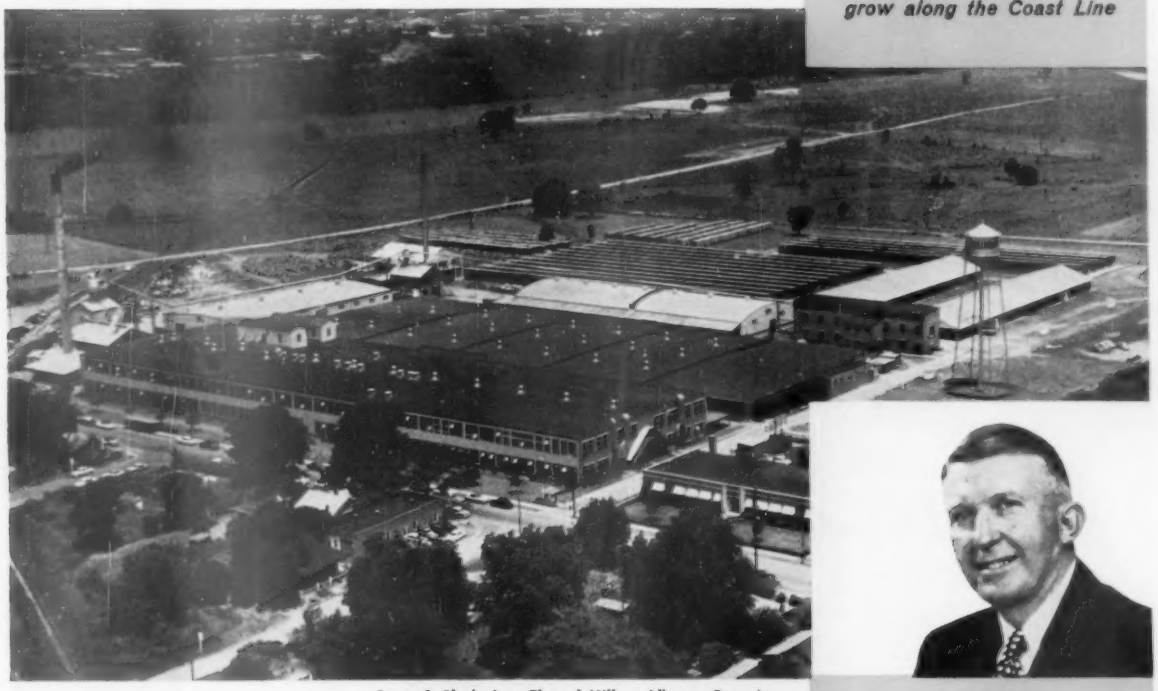
NEW BOOKS

FAR WHEELS; A RAILROAD SAFARI, by C. S. Small. 153 pages, illustrations, maps. Simmons-Boardman Publishing Corp., 30 Church St., New York 7. $4.95.

Mr. Small, an American oil man, wrote this book in Tokyo but duty and service have taken him over the world from Japan to Mozambique, Port Sudan to Peru. Everywhere he has sought out and ridden upon the local trains. In an informal but well-informed manner he sketches the setting of these railroads and their sometimes almost comic history. Locomotive data for some of the railroads are included.

Shippers Along the Coast Line

One of a series spotlighting the companies that work and grow along the Coast Line



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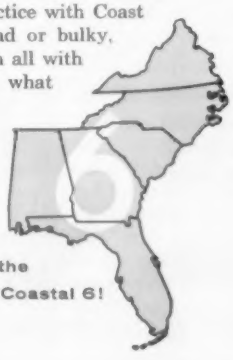

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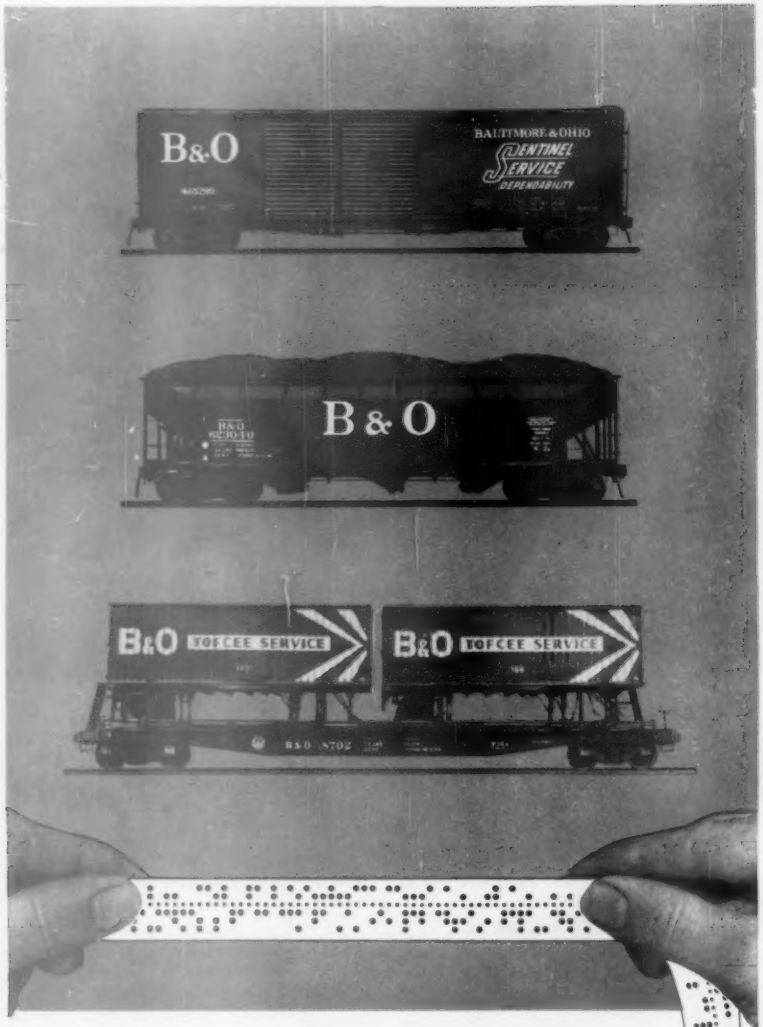
Roger H. Dickinson has been Albany plant manager since 1948. He joined Coats & Clark back in 1934 as Testing Department foreman at the company's Bloomfield, N. J., plant. An active civic worker, he is president of the Albany Rotary Club. He is also a director of the Textile Education Foundation; member of the Georgia Textile Manufacturers Association and the American Association of Textile Chemists and Colorists.



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(*Continued from page 26*)

- Protestants should push for early decisions in cases once heard. "Many applicants," Mr. Ellis says, "filed for rights far beyond their actual prior operations and then hired attorneys to keep the case pending for years. In the meantime they try to build up a pattern of subsequent traffic to support an argument that they were holding out service to all 48 states before May 1, 1958."
- Late filed grandfather and all interim and all regular applications "should be defended with evidence of pending, timely filed grandfather applications, as well as other evidence to show existing motor and rail service."
- The Commission may apply strict tests to determine the weight of proof—particularly as to out-of-date, sporadic and isolated shipments, "but you must be there to break down the data and develop the facts."
- Further help may come from a study of 1936 grandfather cases, which dealt with similar problems. From these cases, Mr. Ellis concludes: "There must be substantial and continuous operation (mere 'holding out' is not enough); and operation must be in bona fide transportation for compensation. Elements to be considered are regularity and extent of operations; ownership of equipment; control over drivers and equipment; lawfulness of operations in states; responsibility to shippers; relationship with shippers; and payment of the 3% transportation tax."

ACL Slates 'Spin-Off' Of Florida Acreage

The Atlantic Coast Line is "spinning-off" approximately 250,000 acres of south Florida land holdings. ACL stockholders will benefit from the "spin-off" by receiving one share of stock in the newly-formed ALICO Land Development Co. for each share they own in the railroad. Distribution will be made March 31 to stockholders of record March 1.

The new company has been organized for the purpose of acquiring the property of ACL's South Florida Project, which has been putting the holdings of the Atlantic Land and Improvement Co., an ACL subsidiary, on a self-sustaining basis since 1948.

The property owned by the new company includes large acreage in south Florida's lake and citrus area, large herds of beef cattle, improved timber lands, farming equipment operated by trained personnel.

The new company will conduct these operations apart from the Atlantic Land and Improvement Co. Book value of the new company is about $2,500,000.

Railroading: 1980 Style?

► **The Story at a Glance: A revolutionary freight distribution system—rail-owned, containerized and automated, and sold under new pricing concepts—could greatly promote growth in traffic and profits.**

Something of that nature is a "must" if railroads are to reach their 1980 traffic potential of two trillion ton-miles a year.

"Railroads must pick themselves up by their bootstraps," H. O. Whitten, senior consultant—revenue research, Chesapeake & Ohio, told a recent market research seminar of the Railway Systems & Procedures Association. This, he said, means finding ways to offer a low-cost, complete, efficient and flexible freight service. (Mr. Whitten noted that his theories and ideas do not necessarily reflect the views or policies of the C&O.)

As a basis for his suggestions, Mr. Whitten charted the following developments since the close of World War II:

- Demand for transport **other than rail** has been increasing twice as fast as the increase in industrial production.
- Railroads have experienced an actual loss in traffic, as well as a relative loss in position in the expanding post-war economy.
- By 1980, if present trends continue, other common carriers may furnish twice as much transport as rails.

To sidetrack this "gradual deterioration of the railroad industry" will, Mr. Whitten explained, require overhaul of its archaic, monopolistic rate complex. It will require also technological advance to nearly complete automation, with consequent improvement in ultilization of railroad plant.

Government, he said, should be expected to provide the economic climate under which industries can grow and prosper. But railroads themselves must initiate changes that will enable them to compete successfully with non-rail carriers, and promote growth in rail traffic and profits.

To implement his railroad of the future, Mr. Whitten envisions a side-loading container handler—self-powered and either manually or automatically controlled. Under manual direction, such a device could remove containers from rail cars. Under automatic control, it could carry them to storage or to an unloading-loading area similar to an automatic parking lot.

New terminal design would then become practical. A 100-car train, for example, might be brought into a loading-unloading track. The automatic, rubber-tired container handlers, operating on adjacent paved areas with control strips buried in the concrete, could take containers to storage areas; post offices; express or LCL depots; warehouses; animal and poultry feeding stations; repair shops, etc.

Interchange between certain terminals also could be conducted by the same nearly automatic means. Smaller stations could be served from a siding or from a main line—using container handlers carried piggyback on trains. Temporary terminals to handle seasonal traffic peaks would be feasible at little cost.

In large cities, number and size of terminal facilities would depend upon the metropolitan area being served. In some cases, it might prove desirable to merge all terminal facilities into local distribution companies under common railroad ownership. In other cases, it might be feasible to provide automatic service to industrial parks.

Mr. Whitten feels such a plan—or some similar alternative—would solve the car utilization problem, reduce investment in equipment, cut terminal handling costs and make available for more productive facilities nearly half the current net investment in equipment.

For conversion to his projected all-rail freight distribution system, Mr. Whitten sets a price tag of $6.098 billion—about half the net replacement cost of present equipment needed to do the same job less efficiently. He breaks this down to:

- $4.200 billion for 600,000 rail cars @ $7,000.
- $1.200 billion for 600,000 containers @ $2,000.
- $0.448 billion for 56,000 tractors and trailers @ $8,000.
- $0.250 billion for 10,000 container handlers @ $25,000.

Market research, Mr. Whitten said, indicates annual rail traffic potential of two trillion ton-miles by 1980. He called for more objective research within the railroad industry to speed the technological and economic revolution that must come if this potential is to be reached. "Unhampered by vestiges of cobweb thinking," he says, "research will show the way to create growth in rail transport."

As the Publisher Sees It . . .

Just read a report from the Railway Progress Institute on what participants thought of the Railway Sales Development Seminar they attended last month in Highland Park, Ill. (RA, Feb. 15, p. 44).

It appears RPI has started something. On the basis of a 50% return on an evaluation questionnaire filled in by those in attendance, the seminar rated 41 votes as "high" in value, and 11 others as "average." There were no "low" ratings so it must be assumed that those doing the voting figured the seminar gave them something for their money.

There were votes on each section of the program. Since the seminar was almost entirely an audience-participation kind of thing, with some 25 small-group discussions and reports, the 106 supply-company participants had a chance to cast ballots on what they thought of each section of the meeting. Not surprisingly, there were 40 "high" votes, and 11 "average" on whether the seminar provided a good opportunity to exchange ideas with, and to help, other sales officers.

Highlight of the meeting, according to the tally, was the panel session in which supply men tossed questions to a panel of railroad officers. Forty-five of the 53 respondents gave this session a "high" rating (I was one of 'em); another six rated it "average." One man rated it "low" and one did not vote.

I'm sure RPI would duck the suggestion that they are in business to tell supply company salesmen how to do their jobs. What an organization like this can do, however, and this first sales seminar is an example, is to create ways in which sales officers of supply companies can help themselves.

Robert G. Lewis

You Ought To Know...

Ultrasonic detector car for New York's subway system was demonstrated last week on BMT tracks. The Sperry car, which tests rail for defects, uses ultrasonic means to find flaws. Self-propelled, it will operate at 15-20 mph speeds over the entire 723.4-mile system, and will not interfere with regular operations.

Train-off provisions of the 1958 Transportation Act will be under fire this week at hearings before the House's Subcommittee on Transportation and Aeronautics. The hearings will deal with several bills, ranging from a simple proposal to repeal the train-off provisions to others supported by railroad unions. The latter would put service abandonments pretty much on the present line-abandonment basis, removing all time limits and permitting the ICC to impose labor-protection conditions. They would also give the Commission broad new powers over passenger services.

Real estate sales netted the New York Central more than $9,800,000 in 1959, according to James O. Boisi, vice president—real estate. Since 1957, the road's real estate development program has resulted in 1,090 sales transactions, with net cash of $31,300,000. Nearly 200 passenger and freight stations have been sold.

A second plant to butt-weld standard length sections of rail as they emerge from the rolling mill is planned by Chemetron Corp.'s National Cylinder Gas Division. The plant, to be served by the Birmingham Southern Railroad, will be built near the site of U.S. Steel's Tennessee Coal & Iron Division mill at Ensley, Ala. Chemetron's first such plant was due to be completed this month at Minnequa, Colo. (RA, Jan. 25, p. 43).

Burlington's "Pioneer Zephyr" will find a permanent home at the Museum of Science and Industry in Chicago. Plans call for the train to be checked over at CB&Q's Aurora, Ill., shops, then taken to the museum later this spring. Burlington hopes to arrange formal dedication ceremonies for May 26—the 26th anniversary of the streamliner's dawn-to-dusk run from Denver to Chicago.

Chicago Transit Authority has received the first of four high-speed, light-weight experimental rapid transit cars from St. Louis Car. The new units are equipped with 100-hp motors and controls which permit an acceleration rate of three mph per second, or zero to 30 mph in 10 seconds. From that point, the cars continue to accelerate at lower rates up to a maximum speed of 75 mph. Cars were designed and built under a cooperative research program sponsored by CTA and 13 supply companies: American Steel Foundries, Budd Co., Dana Corp., General Electric, General Steel Castings, Hyatt Bearing, LFM Manufacturing, S.K.F. Industries, St. Louis Car, Timken Roller Bearing, Transit Research Corporation, Westinghouse Air Brake, and Westinghouse Electric (RA, Aug. 18, 1958, p. 32).

A four-day, 32-hour week for yard trainmen is urged in a BRT convention report. The recommendation to trim the work week was approved by the 1,100 delegates to the 45-day convention which ended Feb. 18.

Substitution of buses for all passenger trains now operating between Reading, Pa., and Pottsville and Shamokin is proposed by the Reading. Reason: "Tremendous inroads" of motor traffic into rail passenger service between the three points has caused "major losses . . . growing each year."

The track-car bill, which would give the ICC authority to prescribe rules for operation of track motor cars, did not get a public hearing last week before the Senate's Surface Transportation Subcommittee. The hearing was cancelled, and interested parties authorized to file written statements, because the subcommittee failed to get authority to sit while the Senate was in session.

John M. Fitzgerald, 82, who retired in December 1952 as vice chairman of the Eastern Railroad Presidents Conference, died Feb. 25. Mr. Fitzgerald, who entered railroad service in 1891, was president of the Western Maryland before joining the ERPC.

Qualified endorsement for the so-called "Philadelphia Plan" commuter operation has come from the BLE. The principal qualification involves preservation of established carrier-employee relationships by the newly-formed Passenger Service Improvement Corp. The union has also protested statements by city officials that passes issued to employees engaged in the proposed service will be eliminated on trains run by the railroads for the corporation.

COMING UP . . .

March 7: Fast Freights Speed NYC Yard

Trackage for the new yard near Indianapolis is costing New York Central $0.75 a foot, compared with $2.58 per foot in the similar yard at Elkhart. Secret of the big savings is a 600-mile panel track assembly line—described in a start-to-finish picture story.

March 14: AREA Pre-Convention Issue

Extra pages of New Product news, the convention program, and a report on an important new line change project just completed by the Santa Fe.

Advertisers' Index

Archer-Daniels-Midland Company 6
Atlantic Coast Line Railroad 61

Baker Trailer & Body Company, Inc. 68
Baltimore & Ohio Railroad 62
Bethlehem Steel Company 3

Chesapeake & Ohio Railway 28-29

Erie Railroad Company 8

Foster Company, L. B. 15, 65

General American Transportation Corp. 27
General Railway Signal Company ..... Back Cover
General Steel Castings Corp. 11
Gulf Oil Corp. 22-23

Hunt Company, Robert W. 65

International-Stanley Corp. 27
Iron & Steel Products, Inc. 65

Kerite Company, The ..... Inside Back Cover

Magnus Chemical Company 56

National Malleable & Steel Castings Company 52
New York Central System 33
North American Car Corp. ..... Inside Front Cover

Portland Cement Association 18
Punch-Lok Company 58

Railway Educational Bureau 65
Railway Express Agency 42

Santa Fe Railway 57
St. Louis San Francisco Railroad 45
Seaboard Air Line Railroad 47
Seatrain Line, Inc. 53
Southern Pacific Company 55
Southern Railway System 51
Sparton Railway Equipment 40
Standard Car Truck Company 38
Striegel Supply & Equipment Corp. 65

Texas & Pacific Railway 31

Union Pacific Railroad 17
Union Switch & Signal Division of Westinghouse Air Brake Company 4

Waugh Equipment Company 12
Weiss Company, B. M. 65
Wine Railway Appliance Company 34-35

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Payola in Transportation?

The Interstate Commerce Commission recently warned its hearing examiners and attorney advisers (as our Walter Taft reported a couple of weeks ago) against being unduly receptive to hospitality extended to them by litigants before the ICC bar. This admonition raises a nice question—as to the precise point at which laudable (or, at least, justifiable) hospitality leaves off and so-called "payola" begins.

This question is pertinent, not only to the behavior of regulatory officials, but to that of buyers and salesmen of transportation service.

Our own view—as far as regulatory officials is concerned—is that severity in limiting the extension or reception of modest hospitality would be a grave disservice to the public interest. The regulatory process is, at best, a maze of complexity—which is made to work largely because of the fact that the people doing the regulation and those being regulated know each other. By frequent semi-social contact, they inform each other to their mutual advantage (and to that of the efficient dispatch of important public business).

No examiner—with enough intelligence to qualify for such a position—is likely to be the type of man whose handling of a case would be perceptibly influenced, even unconsciously, because he had accepted a lunch from a litigant. With really conscientious men, such hospitality sometimes works in reverse—causing the guest to be over-meticulous in holding his host to high standards of deportment.

Out-and-out payola—actually buying biased behavior from a person whose job requires that he make his decisions objectively—is something else again. It cannot be defended. It is just plain graft, and those who extend or accept graft are undermining our whole social and economic structure.

About the only practicable yardstick, to reveal the degeneration of justifiable hospitality into graft, is the cost of the entertainment provided for a given individual. If it consists in a color TV set or an all-expense vacation, that is something entirely different from a modest lunch.

This is an area of behavior where rigid regulation would do a lot of harm—but where some steps may be desirable from time to time to prevent the situation from getting out of hand. If no hospitality is extended or accepted, about which publicity would embarrass either the giver or receiver, then the chances are that the general level of behavior is good. Occasional full publicity for flagrant violations of reasonable restraint is all the deterrent that's needed. If readers have constructive ideas on this interesting question, we'd be happy to have them.

Know the Receivers Too

More and more, traffic managers of companies that produce and ship products are telling railroad freight salesmen that the routing of their freight is controlled, not by them, but by the receivers of the goods. Specifically, if most of a company's customers do not have railroad sidings and want their goods in truckload quantities (perhaps with deliveries the following day), then there is very little that traffic managers of the company shipping the freight can do to route the freight in railroad carload service.

Realizing the importance of receivers in the routing of a certain commodity, an alert railroad salesman was recently trying to get the names of the receivers in his territory. It was an uphill job, since the principal shippers (the easiest source of receivers' names) were beyond his bailiwick.

Our guess would be that providing freight salesmen with names and addresses of principal receivers (of commodities where receivers' preferences are controlling) is, primarily, a responsibility of the railroad's sales headquarters. Each solicitor can exercise imagination and ingenuity and do some local scouting of his own, of course—and this is what he ought to do, unless the desired information is forthcoming from the head office. But a thorough job, obviously, will not be done on a system-wide basis unless headquarters does it.

It oughtn't be too big a staff job to pick out a list of important commodities where receiver preference is controlling, and divide the list up by sales territories, with names of principal receivers. Calls on these receivers by local salesmen should develop significant evidence on what changes in railroad service (or rates) could be made, which would put a lot of tonnage on the rails that is not there now.

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